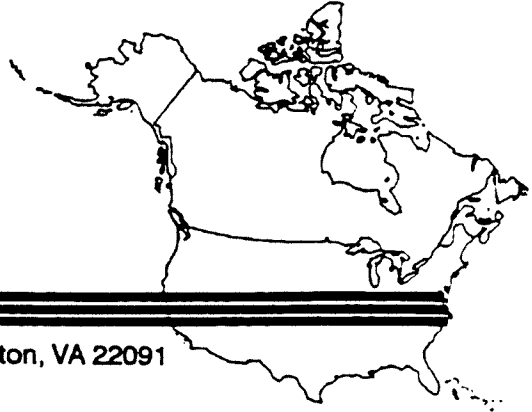


# MII

## **Users Association of America**

c/o Gardy McGrath International \* 1950 Roland Clarke Pl, STE 100 \* Reston, VA 22091  
(800) 966-1030 \* (703)620-6000 \* Fax (703)620-0451



# MII Playback

Monthly Newsletter of the MII Users Association of America

October 1992

Vol. 2, No. 7

### *Inside this issue...*

Why MII is Better than Betacam SP  
MII Users Day to be held in January 1993  
1992 MII Users Awards Contest  
Trading Post  
Membership Listing (over 750 members strong!)  
And a Whole Lot More...

*The opinions expressed in this publication are those of the individuals quoted and do not necessarily reflect the position of the MII Users Association of America or its members.*

MII Users Association of America  
c/o GMG International Inc.  
1950 Roland Clarke Pl., Ste 100  
Reston, VA 22091



# Commentary from the Executive Director

## "A Couple of Hot Issues..."

OK, we responded to several very vocal inquiries about the arrival of D-3 and its effect on MII. Last months D-3 survey results are in and I hope everyone is listening (especially in Secaucus).

The good news is...

A. A majority of MII users plan to buy a digital format. (And a majority of those, plan to buy D-3.)

B. A majority of those with an opinion on the issue felt that D-3's market acceptance will eventually equal that of D-2.

The bad news is...

A. Since the inception of D-3, a majority of MII users with an opinion on the issue feel that MII is getting less support from Panasonic in the areas of marketing, service and parts availability.

It is also interesting to note that most users think that Panasonic must demonstrate a continued commitment to MII to successfully sell D-3 and that a majority of those with an opinion on the issue feel that D-3 should be sold through dealer networks.

Take a look at the results of the survey. There are some pretty heated comments on this issue. It is an issue that must be addressed. Preliminary inquiries we've made to Panasonic confirm that some former MII personnel have now been reassigned to D-3. There is a new support structure in place to fulfill MII support requirements, but it's tough to expect MII users who have come to know and trust the same personnel for years not to feel uncomfortable about the reassignment. Panasonic needs to address this issue, especially in the area of parts availability and service. The association will be getting responses, and answers from several key Panasonic individuals for publication in the next newsletter.

On to the next hot issue... the leasing program.

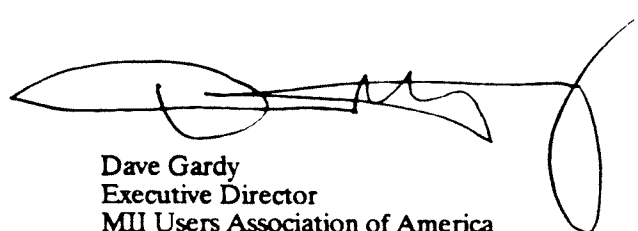
We've had several complaints about the Panasonic leasing program from Panasonic sales people who have lost sales and MII users themselves over the leasing program. Some potential customers are being rejected, many of whom are very credit worthy. It should be noted that based on our dealings with the leasing program I've learned that the actual leasing company is not a Panasonic entity, but rather a separate company called Masterlease that was asked by Panasonic to administer the program. According to the firm itself, this company has no prior audiovisual leasing experience, and is very restrictive in offering only one low interest plan available to only the most affluent customer. (In other words, the guy who probably doesn't need the financing in the first place.)

To be fair, we need to poll the users to paint a better picture of the leasing company's performance... and that's why its the subject of this month's survey questions. In the interim, we feel it is critical that no sale is lost over the inability to obtain lease financing. Thus we are providing a couple of alternative leasing companies and contacts we've worked with over the years who have earned a reputation for understanding the financing of audiovisual equipment and who are offering attractive, flexible packages with a variety of payment plans.

Chesapeake Leasing	Tom Tellier	(800) 782-1022
Americorp Financial	Dan Nardo	(614) 695-6044

We will provide a reference for any MII member from the association. You may also use my name, Dave Gardy, when calling. The key is to get potential users to at least give these avenues a try before leasing with Sony. (It should also be noted that we've received several reports from users that Sony is being very aggressive in offering leasing deals... Again, Secaucus, take note!)

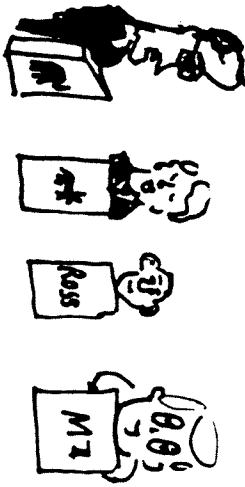
We appreciate the time and effort the members are expending to responding to our surveys. Please keep those responses coming!



Dave Gardy  
Executive Director  
MII Users Association of America

*Editors note:* You can reach the association at (800)966-1030, (703)620-6000, fax (703) 620-0451 or by mail: MII Users Association of America, c/o Gardy-McGrath Int'l Inc., 1950 Roland Clarke Pl, Ste 100, Reston, VA 22091

WHEN HE LEFT OUR STORY LAST TIME, MI MAN WAS ABOUT TO START HIS PRESIDENTIAL DEBATE.



COULD YOU GENTLEMEN EXPLAIN WHAT YOU WOULD DO TO TURN THE ECONOMY AROUND?



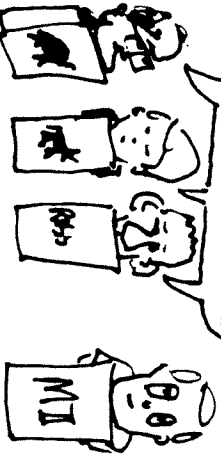
OUR HERO PUTS ON HIS BOOTS AND WAITS PATIENTLY FOR A TURN TO SPEAK.



MR MAN! YOU DON'T HAVE ANYTHING TO SAY?

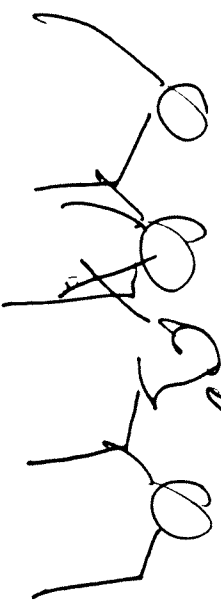


THE ROOM FALLS SILENT.....



HA HA HA HA.....

WOULD THE OTHER CANDIDATES CARE TO RESPOND???



I CAN ONLY SPEAK ABOUT WHAT I KNOW, AS OPPOSED TO THESE OTHER GUYS. I CAME FROM THE VIDEO INDUSTRY, WHICH HAS A LOT OF SMALL BUSINESSES. SMALL BUSINESS EMPLOYS 57% OF AMERICA. AND RIGHT NOW THEY CAN'T EXPAND BECAUSE BANKS AREN'T MAKING LOANS, BECAUSE OF THE INTEREST RATES! THE BANKS ARE UNDER THE STRICT EYES OF THE FEDS WHO HAVE SET UP ALMOST UNREAL LENDING GUIDELINES IN ORDER TO PREVENT ANOTHER 5% CRISIS! THE SBA TRIES TO HELP BUT IT'S OVERWHELMED!

HEY, THAT'S WHAT I MEANT!

YEA, THAT'S MY IDEA!

NO I SAID IT!



THANK YOU, GENTLEMEN. NEXT QUESTION!



SO IF THE ENTIRE THIRT EMPLOYERS MOST OF AMERICA, SMALL BUSINESS, CAN'T GET ANY FUEL TO RUN, THE ENTIRE COUNTRY IS STOP, INCREASING UNEMPLOYMENT, REDUCING CONSUMER CONFIDENCE, AND KILLING ANY INVESTMENT IN NEW TECHNOLOGY TO MAKE US COMPETITIVE IN THE WORLD MARKET. WE'VE GOT TO GET CAPITAL TO SMALL BUSINESS AS SOON AS POSSIBLE!



THANK-YOU.

# Why MII is better than Betacam SP

II VTR's now in use span the spectrum of models ranging from the original AU-650 through the new "H" series introduced this year at NAB. Each generation has seen more features than the previous one accompanied by lower cost to the end user. The battle between Beta-SP and MII is far from over. We have received many requests for MII/Beta-SP comparisons that would allow users to sell the MII format more effectively to their potential clients. In cooperation with Jerry Spencer of Panasonic, we have produced the following generic and technical comparison which can be useful to you.

## Video Quality

Just a reminder that MII video quality is superior to Betacam SP and as good as 1" C format. This can be easily demonstrated by looking at equivalent multi-generations of each.

## Field Recording Time:

From its inception MII has offered 90 minutes field recording time which Betacam SP has not been able to do until its recent introduction of its new field recorder. However the vast current majority of beta users (99%) cannot offer this advantage to a client. The benefits to the client are decreased tape costs and more efficient editing time.

## Inter-Format Transparency:

II outputs conform to SMPTE standards and permit a transparent (no video or audio loss) transfer to the client's other format needs. The following table provides a detailed comparison.

	II	BETACAM SP
INPUTS:		
Y/C	yes	yes (Beta-PVW Series only)
R/R-Y/B-Y	yes	yes (Non SMPTE levels)
NTSC	yes	yes
Beta Component	yes	yes
II Component	yes	no
16X9 Aspect Ratio (HDTV)	yes	no

Of more importance is what the various models can provide as signal outputs. This determines their video environment adaptability and flexibility.

OUTPUTS:		
Y/C	yes	no
R/R-Y/B-Y	yes	no
NTSC	yes	yes
Beta Component	yes	yes
II Component	yes	no
16X9 Aspect Ratio (HDTV)	yes	no

As you can see, the Betacam SP format is quite limited in terms of inter-format adaptability. Furthermore in order to attain some degree of flexibility, a Beta user must purchase a signal transcoder but incur video and audio losses in the process.

What follows is how you can demonstrate the MII inter-format transparency to your clients.

Step 1: Record a vertical sweep signal (0 - 6 Mhz) on MII. This proves a measure of vertical resolution.  
Then record a multi-burst signal (0.5 - 6 Mhz) on MII. This provides a measure of horizontal resolution.

Step 2: Play back the recordings to a waveform monitor to show that the signals you recorded are played back with no loss.

Step 3: Now dub this recording to the Betacam SP format. At the minimum you will observe that what you put in as MII you at least get out as Betacam SP.

This address the concerns of those clients who may wish to master in the MII format, but also have the flexibility to make dub masters in other formats for distribution or compatibility with other facilities. He then receives the best video/audio quality and retains high quality dubbing flexibility for the future should he want a "master" in a different format.

## Audio Channels:

The MII format has consistently provided 4 channels of audio to maximize production flexibility and audio quality across all its models. The Betacam SP format has limited model options for 4 channel audio and consequently limited options for the client.

### Error Correction:

With the S-Doc availability for all MII models and the TBCs provided in the new 3D type "H" series VTRs, MII now has a full field of error correction (265 lines) compared to the Betacam SP 16 line correction window. This clearly enhances the quality of any production for the client. A very useful by-product of this technology is that the user now has absolutely noiseless digital still frame even in the new "H" series VTRs without the auto tracking feature, which enhances production flexibility.

### Head Life:

With the large number of MII units now in use (over 15,000), data has been accumulated over time on video head life and a comparison between Betacam SP and MII can be made. On the average a Beta unit will provide about 1,500 hours assuming proper equipment care. MII, on the other hand, will achieve well over 3,000 hours under the same level of care. We have one MII user that had close to 5,420 hours on his AU-650! Lower maintenance costs mean more savings in production costs for the customer.

### Camcorder Flexibility

Panasonic has designed their camera/dockable VTR configurations for maximum flexibility and reliability in the MII and S-VHS formats. Panasonic cameras designed to perform at these format levels accept S-VHS, MII, and Betacam SP dockable VTRs. "Beta" cameras accept only Betacam SP VTRs or are of one piece design. When a camera or dockable VTR go down in the field, the Panasonic philosophy clearly maximizes the reliability and flexibility to minimize production time and save the client money.

### Manufacturer Support:

A measure of the level of commitment by the manufacturer to his customers is reflected in their product policy. Panasonic provides a warranty with 1 year parts and 1 year labor. Sony on the other hand provides 1 year parts but only 90 days labor on product sales. This type of commitment can be made due to the fact that Panasonic is the world's largest VTR manufacturer with an overwhelmingly dominant customer base and proven product reliability across the format spectrum.

### Lower production costs for clients because of lower acquisition costs.

Pricing on MII equipment runs 20-35% less expensive across the board than Betacam SP for the same features. This lower acquisition cost is not attributed to short cuts in design or manufacturing but rather intelligent mass production planning. For instance, Panasonic's video equipment from the consumer line (VHS) through industrial (SVHS) and into broadcast (MII, D-3) is based on the standard 1/2 inch cassette housing. Thus many same components can be manufactured for all lines creating a beneficial economy of scale. This same philosophy is present within each line (such as MII) between models. Not so with Sony or the Betacam SP line specifically. Different size cassettes, tape handling assemblies and components from Betacam SP through D-1 and D-2 not only means higher acquisition costs but also higher inventory support, repair and engineering costs to support the myriad of tape sizes. The lower MII acquisition cost mean lower financing to amortize the MII investment and lower production cost passed on to the client.

### Last but not least - The MII Users Association.

Panasonic, in support of the MII Users Association maintains a feedback network for all of its users, allowing MII users to communicate with each other on a national and even international level. This helps support those clients with long distance production support requirements to insure an MII fraternity of production, post production, graphics and duplication professionals are accessible nationwide.

In summary, the above information should be useful to you in convincing your clients that MII is by far the better format for production work in the analog domain. Below is a summary table providing you with a distillation of the above topics.

	MII	BETA SP
1" Video Quality	same	less
90 min field recording available to client	yes	no (model intro 1991 and few units in users hands)
Inter-Format Transparency	yes	limited
4 Ch Audio all models	yes	limited
Error Correction	full field (265 lines)	limited (16 lines)
Head life (avg)	3000 Hrs	1500 Hrs
Warranty:		
parts	1 year	1 year
labor	1 year	90 days

# News Briefs

MII Happenings from around the Country

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## Special MII "EnHanced Series" Promotion-Final Days

Panasonic's special "Loyal MII User Appreciation" Promotion on the new "EnHanced Series" MII products is over as of September 30, 1992, but you have til October 31, 1992 to submit your claim.

Any current MII user that purchased an "EnHanced Series" MII VTR from an authorized MII Dealer between July 1 and September 30, 1992 is eligible for a reward of between \$250 to \$500, depending on the model purchased.

For purchases of an AU-65H the customer will receive a \$500 reward. An AU-63H purchaser will receive a \$300 reward, while an AU-62H purchaser will receive \$250.

To apply for the reward, simply purchase any quantity of the following Enhanced MII; AU-65H, AU-63H, AU-62H, between July 1 and September 30, 1992, and send the "Loyal MII Customer Appreciation" reward claim form and a photocopy of the invoice, proof of purchase (photocopy of check or purchase order) and the completed warranty cards to Panasonic.

"Loyal MII Customer Appreciation" reward claim forms are available only through the MII Users Association of America. *Customer must contact the MII Users Association of America (800-966-1030) to arrange to receive a claim form.*

Reward amounts shown are per unit purchased. "Loyal MII Customer Appreciation" Reward Claim forms must be received at Panasonic by October 31, 1992. There is no limit to the number of "EnHanced Series" MII units that an MII user may purchase, nor is there any minimum.

To be eligible for this special promotion, the purchaser must be a current MII user. This offer is only for current MII users and will be advertised ONLY through the MII Users Association of America.

Please note, that these rewards cannot be applied toward the purchase price and will be sent directly to the purchaser.

For further information contact the MII Users Association at (800)966-1030 or fax (703)620-0451.

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## MII Job Shop

A forum provided to the membership to publicize both employment opportunities and talent availability for MII expertise. We will publish your help wanted or position wanted ad, (anonymity protected if requested). Please send all employment opportunities, resume's, adcopy, etc. to the association. Our current offerings are:

### *Help Wanted*

Experienced MII Editor, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202A

Experienced Amiga Graphic Artist, 2-D and 3-D Capability, familiarity with MII desired, must be willing to relocate to the Washington, DC area, salary commensurate with experience. ref. #9202B

Send resumes and sample tapes to the Association, please state which position you are interested in.

*All responses will be kept in strictest confidence.*

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## Maintenance Software Available

Brian Roos, the Senior Field Engineer for Panasonic's Broadcast Engineering and Service Division in Norcross, Georgia, has developed a computer database with step-by-step instructions for performing routine maintenance on most models of Panasonic MII equipment.

The instructions found in this database are meant to be a "user friendly" companion to the maintenance procedures found in Panasonic's service manuals. Procedures for adjusting RF, A/C heads, tape tension, linear audio, and mechanical presets are included; as well as a flow chart illustrating the proper order in which to make these adjustments.

Although not 100% complete the database provides information for the following models: AU-400, AU-410, AU-500, AU-550, AU-60, AU-650, AU-620, and AU-65. The database has an easy-to-use interface for viewing files, and you can print out hard copies of each procedure.

Copies of this program are available from the Association. Just call the us at (800)966-1030. Be sure to let us know what size disk you need-- 3.5 or 5.25, and we'll send a disk to you. We appreciate the effort Brian has put into this project, and we'll provide updates as he adds information about the rest of the MII line.

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## MII Duplication Facilities

If you are a duplicator, or if your facility does duplication in addition to its other services, and you are an MII User. The Association needs to know about it. We are compiling a listing of MII Duplicators that we'll run regularly in the newsletter. Please contact the Association to be included in the listing.

### *Currently our list includes:*

**Action Video Productions**, Greenville, SC (803)297-8865  
**American Production Services**, Seattle, WA (206)282-1776  
**Advanced Audio Video**, Denver, CO 800-668-0406  
**American Magnetic Media**, Denver, CO 800-USA-TAPE  
**AME**, N.Hollywood, CA 800-336-3827  
**Avon Productions**, South Plainfield, NJ (908)756-0643  
**Cassette Dub Inc.**, Northvale, NJ (201) 767-7077  
**CenterCom**, Milwaukee, WI (414)353-2001  
**Commonwealth Films**, Richmond, VA (804)649-8611  
**Copymaster Video**, Villa Park, IL (708)279-1276  
**Cinequipt**, St Paul, MN (612)646-1780  
**ECL**, Dallas, TX 800-880-9400  
**HAVE, Inc.**, Hudson, NY (518)828-2000  
**Global Vision**, Reisterstown, MD (301)356-6715  
**Industrial Audio Video**, Houston, TX (713)535-2375  
**Industrial Communications**, Birmingham, AL (205)942-0132  
**Juntunen Video**, Minneapolis, MN (612) 341-3348, Mike Vinup  
**MagneTech**, Ft. Lauderdale Fl. 800-683-DUPE  
**Master Images Video Duplication, Inc.** Northbrook, IL (708)564-0470  
**Media Concepts**, St. Petersburg, FL (813) 321-2122, 800-330-3873  
**Multi-Magnetics**, Denver, CO (303)825-7768  
**Park Avenue Productions**, Richmond, VA (804)346-3232  
**Preston Trucking**, Preston, MD (410)673-2930  
**Pro Line Video**, Austin, TX (512)837-2000 x30  
**Televent Video Services**, Oak Park, IL (708)383-5588  
**Vaughn Communications:**  
Minneapolis, MN (800)323-0281,  
Creve Coeur, MO (314) 576-6804,  
Phoenix, AZ (800)228-7609,  
Milwaukee, WI (414)276-6511,  
Tampa, FL (800)252-7564,  
New York, NY (212)447-1038,  
Portland, OR (800)772-2251,  
Atlanta, GA (800)966-0859,  
Irvine, CA (800)228-7609  
**Video Duplication**, Atlanta, GA 800-235-9732  
**Video Duplication Services**, Columbus, OH (800)289-4301  
**Videoland**, Lacey, WA (206) 491-1332  
**Video Proofs**, Rohnert Park, CA (707)586-0383  
**Video Replay**, Chicago, IL (312)467-0425  
**Video Transfer**, Rockville, MD (301)881-0270  
**Vidicomp Distributors**, Houston, TX (713) 694-6400  
**Wilderness Productions**, S. Lake Tahoe, CA (800)874-7488 in CA (916)577-3008  
**WJZY-TV** Charlotte, NC (704)398-0046

### **Canadian Duplicators**

**Agincourt Productions**, Richmond Hill, Ontario (416) 886-8273

**General Audio Visual**, Mississauga, Ontario (416)676-8211

If your company isn't listed here and should be, please call, the Association at (800)966-1030.

## MII Rentals

If your facility rents out MII equipment, and you'd like others to know that fact, let us know. We need to know what MII equipment you rent out. Call (800)966-1030 or fax your information to us at (703)620-0451, to be added to the following list.

### *Currently our list includes:*

**AudioVisual Headquarters**, Rancho Dominguez, CA (310)885-4200  
Rent out 3-AU-65's, they have shipping cases.  
**Avon Productions**, S. Plainfield, NJ (908)756-0643  
Studio & Field MII, Cameras, etc.  
**Avonix**, Brookfield, WI 800-222-6050 Full line of MII available.  
**Cinequipt**, St Paul, MN (612)646-1780 Full line of MII available  
**ECL Video**, Dallas, TX (800)880-9400 AU-63H, AU-65H, WF700 cam /AU-410 dockable.  
**Pro Line Video**, Austin, TX (512)837-2000 x30 Full line MII  
**Video Management Systems**, Indianapolis, IN (317)639-6163  
Sony M7 Cam., AU 500 Portable MII Deck.  
**Vidicomp Distributors**, Houston, TX (713) 694-6400

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## Government Video Marketplace Information

If you are interested in gaining information and insight on the Federal A/V marketplace, you might be interested in subscribing to Delaney's Business Report. Delaney's Business Report provides an "insider" view on government A/V production, duplication and distribution buys, spotlights specific agencies, list current contract opportunities, identifies the buyers and offers expert procurement guidance to help unlock and simplify the Government marketplace. Published by Arnold Wallace, 14 issues; \$370.00 per year.

For further information or to subscribe, please contact In Motion Magazine, (410)269-0605, fax (410)263-4615

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## Association Membership

If you are not currently a member of the MII Users Association of America and are interested in joining. Please fax or mail us the following information: company name, contact persons name, mailing address, phone and fax numbers (if available), if you do or do not have MII and which machines (make & model) you have.

We may be contacted at:

MII Users Association of America  
c/o GMG International, Inc  
1950 Roland Clarke Pl., STE 100  
Reston, VA 22091

Or you may fax us at (703) 620-0451,  
Toll free phone # (800)966-1030

GOVERNMENT

# Passing The Test

## *How To Get On The Qualified Video And Film Producers Lists*

BY ARNOLD WALLACE

**P**ete Williams has your number. And if he doesn't, he should. Mention the name to an eclectic grouping of individuals and you are apt to observe varying displays of body language as some struggle to associate the name with a face. Their postures seem to indicate that the name is certainly common enough to have been known somewhere in life's meanderings. "Let's see now Pete Williams...isn't he the Congressman from Delaware?" — "Baseball player wasn't he?" — "Williams... Williams... Pete?" — "Sure! I know Pete, he was on my high school track team and he uh...no, that was Tony Williams."

Now if we narrow the universe of people to whom we mention the name Pete Williams to just audiovideo production types, we'll get reactions like "Let's see now Pete Williams... isn't he the Congressman from Delaware?" — "Baseball player wasn't he?"

At this point, I would like to introduce a very important person in the world of the audiovideo production professional.

Indirectly Pete has a lot to say about who among you will get through the doorway that leads to the government's monied A/V contracting arena, as opposed to those who will only get a chance to observe the floor action through a crack. Pete Williams heads the Office of the Assistant Secretary of Defense for Public Affairs(OASD/PA) and one of his Department of Defense(DoD)organizational responsibilities is the development and maintenance of the Qualified Video Pro-

ducer List(QVPL) and the Qualified Film Producer List(QFPL).

What does DoD have to do with who gets appointed to participate in the Government-wide A/V marketplace? Back in 1978, after various studies and industry input dictated the need for change in the Government's approach to procuring A/V product, the bean counters at the Office of Federal Procurement Policy(OFPP) drafted and subsequently adopted Policy Letter 79-4 that addressed many of the concerns of Congress and industry — high on the list an uncharacteristic bureaucratic

the undisputed audiovideo procurement heavyweight.

How do you get on the QVPL/QFPL and get a chance to enter the arena's doorway? Simple, just ask for an application, fill it out — it's straight forward — include a sample videotape that is representative of your work and return your package to the Executive Agent. However, there are two things that you should know about the QVPL/QFPL. First, your sample tape or film must earn a score of at least 70 based upon the following scoring system: 1) Achievement of purpose(s) 0-20 points,

2) Creativity 0-20 points, 3)Continuity 0-10 points, and 4) Technical Quality 0-50 points. And second, be aware that the crowd already in the arena numbers about 1600 which includes 1300 on the QVPL, and 600 on the QFPL. The numbers don't add up because 300 have duo entry permits, since they are on both the QVPL and the QFPL.

In spite of the numbers already appointed by the OASD/PA there is little need for concern, since for each procurement opportunity requiring QVPL/QFPL certification the Executive Agent randomly selects names from its computer database in increments of five, usually 10 to 15, for referral to the requesting contracting office. The contracting office merely mails those individuals a copy of the Request for Proposal(RFP) without them having to request the RFP in writing. The contracting officer may or may not choose one of the selected firms to perform the contract. The decision to accept or reject will be



concern for reducing waste and inefficiency in the Government's A/V contracting procedures. Also high on the list was the need to help the Government to obtain quality motion picture and videotape productions at fair and competitive prices; and among other things, ensure increased competition for government contracts. In its infinite wisdom, OFPP selected DoD's OASD/PA to act as its Executive Agent; ostensibly because at \$35 or more million per year in A/V expenditures, DoD was

concern for reducing waste and inefficiency in the Government's A/V contracting procedures. Also high on the list was the need to help the Government to obtain quality motion picture and videotape productions at fair and competitive prices; and among other things, ensure increased competition for government contracts. In its infinite wisdom, OFPP selected DoD's OASD/PA to act as its Executive Agent; ostensibly because at \$35 or more million per year in A/V expenditures, DoD was



based upon the quality of the firm's or individual's written proposal. All announcees may participate in the bidding— usually fewer than 30 or 40 do— by virtue of being on the lists.

Recently several flaws in the QVPL/QFPL process have been pointed out to OFPP and that office plans to issue an updated version of its Policy Letter this month. The flaws range from the exclusion of multimedia and postproduction professionals from the lists' requirements to the outdated approaches being used in qualifying firms and individuals to the lists. Many federal agencies, miffed at having to bend to DoD's A/V contracting oversight, to the chagrin of OFPP, refuse to participate in the QVPL/QFPL process altogether and issue their RFPs without requiring bidders to be on the lists. OFPP's

new policy seeks to change some of this recalcitrance. Government infighting notwithstanding, it's a very good idea to gain admission to the arena now, if you haven't already. As the old insurance bromide goes, "It's better to have it and not need it, than to need it... and not have it."

Now, To start the process you should direct your request for the QVPL/QFPL package to: Chief, Federal Audiovisual Contract Management Office, 601 N. Fairfax Street, Room 326, Alexandria, Virginia 22314-2007.

By the way the Federal Audiovisual Contract Management Office (FACMO) reports to the Executive Agent through the Office of Defense Audiovisual Policy (DAP), which reports to the American Forces Information Service (AFIS) which in turn reports to...

Pete Williams.



*Arnold Wallace was director of community and governmental affairs for CBS-TV and general manager of a Washington-based PBS station. Since retiring, he has joined the communications faculty at Montgomery College and publishes an innovative newsletter: Delaney's Business Report: The Federal A/V Marketplace Digest. His company, The New Breed Media Group Inc., provides consulting services in government contracting and is located at 2012 National Press Building, Washington, DC 20045-001, Telephone: 202-347-3825, Fax: 301-434-0932. His next seminar, U.S. Government A/V Contracting: Winning Your Share! will be held at the Old Colony Inn in Alexandria, VA, on September 14. For more information call the number above.*

## Government Agency Solicitations

As promised in past, we are listing any current government video solicitations and information pertaining to solicitations listed here in the past. The following information came out of the "Commerce Business Daily" (CBD), which is where all Federal procurement offices are required to announce all proposed procurement actions over \$25,000.00. You can subscribe to the CBD or obtain it from your public library. To subscribe, contact the Superintendent of Documents, Government Printing Office, Washington, DC, Tel (202)783-3238 or fax (202)512-2233.

*CBD September 25, 1992*

*Oc-Alc/Pkos, Bldg 3, Northeast End, Oklahoma City Air Logistics Center, Tinker Air Force Base OK 73145-5320  
Visual Information Services SOL F34650-92-R-0352 Due 11-20-92*

*POC for copy, For additional information contact Dan Gaston/Pkoss/ 405-739-7711 Services nonpersonal: Contractor shall provide all labor, tools, materials, supervision, and any incidentals required to perform visual information services at Tinker Air Force Base, Oklahoma. Period of performance to include a two-week orientation, a nine-month basic period, and a one-year option. Award may include options. Offerors are advised that a negotiated RFP with technical evaluation will be utilized. Eligible sources interested in submitting a proposal must request Solicitation F34650-92-R-0352 in writing to the office of issue: OC-ALC/PKOSS, Bldg 3 NE, ATTN: Dan Gaston, Tinker AFB OK 73145-5320. Telephone requests will not be honored. Point of Contact: Dan Gaston 405-739-7711. Fax Number 405-739-3559. This solicitation will be issued approx 19 Oct 92. All responsible sources may submit a bid, proposal, or quotation which shall be considered. No telephone requests. Only written or faxed requests received directly from the requestor are acceptable.*

*CBD September 29, 1992*

*Visual information and production services at Redstone Arsenal, AL 35898-5280 SOL DAAH03-92-R-0099, Point of contact (POC) John Gaudle, Contract Specialist, (205) 876-8391, Commander, U.S. Army Missile Command, Attn: AMSMI-AC-CFEC, Redstone Arsenal, AL 35898-5280; Lisa J. Conley, Contracting Officer, (205)876-8391. Correction: This is notice that the solicitation originally publicized in the CBD on 9/10/92 is part of a Government cost comparison to determine whether the specified work can be accomplished more economically as a Government function or as a contracted function. A definite response date for deadline of receipt of offers is not currently established. All other information publicized in the original synopsis is correct.*

*CBD October 2, 1992*

*Operational Contracting Division, 3563 Lancaster Avenue, McGuire AFB NJ 08641-1712, Visual information services at McGuire AFB NJ, Sol F28609-93-B0001. Contact Mrs. Carrington, Contract Specialist, 609/724-2430 or Lidija Erazo, Contracting Officer, 609/724-2430. Solicitation is indefinitely postponed A notice will be placed in the Commerce Business Daily when an issue date and closing date is set for this solicitation. Proposed performance period is 1 Jan 93 through 30 Sept 93, with three option periods (12 months each). A firm-fixed price contract is contemplated. The proposed procurment listed herein is under 100% Small Business Set-Aside. All responsible agencies may submit a bid which will be considered by the agency.*

# ***MII Trading Post***

## **Please Contact Us When The Equipment Is Sold**

**Panasonic AU-660, Studio recorder/editor with, with auto tracking, TBC, TC, etc. Excellent Condition.** Asking \$17,000.00/negotiable. Also, Animation system available. Contact Steve Crouch (301)946-6380. (MD)

**Panasonic AU-650, MII Studio recorder/editor, Low hours all updates and documentation included (2 available) call for price and specifics.** Unitel Video, Mark Miller (213)878-5800, 9:00am to 6:00 pm Mon-Fri PST (CA).

**Panasonic AU-63, MII Studio Player w/AT, New in Box, \$11,600.00.** Contact Darrell Johnson (800)264-0590 (TN)

**Panasonic AU-63, MII Studio Player w/AT, Demo, \$8,500.00. Full Warranty.** Contact Bill Frazier (412)243-1300 (PA)

**Panasonic AU-63, MII Studio Player w/AT, Demo with time code, \$8,900.00, 200CLE 3-Chip Camera 3,700.00, The following have worked well together in a A/B roll MII suite: Jazz "Ensemble DVE with all extra cards and upgrades-paid \$18,000.00 sell for \$9,000.00. Panasonic AGA800 Edit Controller with 3 9-pin cards \$2,900.00, AGSW 800 AV Switcher \$2,500.00 TBC 200 \$1,500.00. Contact Jack Miller at (914) 592-4151 (NY)**

**JVC KRM-820U MII Editor, with 1 event A/B roll edit controller built in, with SMPTE Time Code Card included. Good Condition, 2 yrs old, Asking \$5,000.00. JVC SA-T310U Component TBC, \$2,000.00 Contact Terry Grant (612)870-0028 (MN)**

**JVC KRM 800U MII Recorder/Editor. Excellent condition.** Asking \$10,000.00 . Contact Frank Maiale at WYOU TV (608)258-9644 (WI)

**JVC KRM800, MII Editor, Low hours, \$7,000.00 or best offer. Please contact Dan O'Connell for further information.** (813)755-9783 (FL)

**JVC KRM260 (91) Dockable MII Deck, attached to a JVC KY-25 (91) Camera. Deck has less than 10 hours, Camera less than 90 hours.** Lots of accessories (batteries, Portabrace cover, Adaptors). Please contact Mitch Schaffer, Innisbrook Resort (813)942-2000 ext. 5290 (FL)

**JVC KY 320 Camera w/Fujinon, 16 x 9.5 Lens, includes portabrace, power supply, batteries , shipper case and CCU...\$3,500.00. Contact Jordan Gershon, Majec Productions, (913)894-1188 (KS)**

**Tascam 48-0B 1/2" 8 Track, 2 Tascam DX-4D (DBX), ES-50 Synchronizer, ES-51 Sync Control Unit and cables. Also, 6 virgin reels 3M 226 Mastering Tape. Complete Package, Brand New, Perfect Condition!! Less than 5 hours on heads.** Originally purchased for \$9,800.00 Asking \$4,000.00/OBO. Help me to finance my new digital sound editor! Contact Jodi Heurung at (612)935-0033. (MN)

**Panasonic AG 7500A SVHS Editing Decks. Special Demo Units, in box, FULL Warranty, \$3,500.00 each, or both for \$6,800.00. New edit controller also available \$1,400.00. MX10 Digital Special Effects Generator w/Title \$900.00. Please contact Tim Dench,(502)239-0229 (KY)**

**Used MII Tape- Limited number of MII tapes, Large cassettes, 30's, 60's 90's and Small cassettes, 10's and 20's. Low Passes, most with factory cases.** Good for many purposes. \$3.50 each in lots of 100. Buyer pays the shipping charges. Contact Ed McKay or John Bishop at (704)398-0046 (phone), or (704)393-8407 (fax)(FL)

**Find Financial Freedom in Florida, Well established (10 yrs), Turnkey video productions company for sale by owners. Complete training and great terms available. Includes; broadcast editing system, fully equipped toaster, audio system, 3 chip camera and dockable portable, fluid head tripod, lowel lights, mics, film and slide transfer system, In-house duplication system, 800 # and credit card acceptance, furniture, phones and much , much more. You could be enjoying a positive cash flow today. All for well under \$100,000.00 Call (813)545-2646 for complete details. (FL)**

**Wanted: USED ONE INCH MACHINE, Prefer Ampex VPR-2 or Hitachi HR200E or HR200B. Please contact the MII Users Association, (800)966-1030, fax (703)620-0451 (VA) if you have one to sell.**

*If you have equipment you would like included in the next Trading Post, please contact us in writing, either by fax or mail at*

*MII Users Association of America,  
c/o GMG International Inc.,  
1950 Roland Clarke Place, Suite 100,  
Reston, VA 22091,  
Attn: Debbie.*

*Fax (703) 620-0451 (800)966-1030  
Please contact us when the equipment is sold.*

# MII Users Day Finalized For January 1993!

The second annual MII Users Day has been announced for Thursday & Friday January 28 & 29 at the MII Users Headquarters located at the Gardy-McGrath International, Inc. Studio Production facility in Reston, VA. (Please note that this is revised from the previously newsletters, when a November date was tentatively proposed. The new January time slot will allow more key individuals to be present to meet the users.) The event will feature a dinner on Thursday evening January 28 at a local Hotel. Friday January 29 will begin with breakfast and full morning agenda and continue with lunch and afternoon meetings with Panasonic representatives. This location is within 4 miles of Washington Dulles Airport and a shuttle van will be provided for the transportation of all Users to and from the airport. Judging by the previous success of these meetings, last year in Alexandria, VA and at NAB in Las Vegas, this year's event should be well attended and an excellent forum to discuss a range of MII Issues. More details will be announced as plans are finalized. For more information, or to reserve your spot, please contact the Association Headquarters at (800) 966-1030.

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## Letters to the Editor

October 16, 1992

Mr. Dave Gardy  
MII Users Association of America  
c/o Gardy McGrath International  
1950 Roland Clarke Place  
Suite 100  
Reston, VA 22091

Dear Mr. Gardy:

Wow! What a difference a week makes.

After contacting you about the difficulties First Frame Video Services was having in obtaining two time code boards for our Panasonic MII machines, guess what showed up earlier this week?

Only a few days after we contacted you, Mr. Bill Bakonyi with Panasonic called us to say, "I think I can help you out." Helping us out is exactly what Mr. Bakonyi did. We now have two time code boards, which Panasonic helped make available at much more reasonable prices than we had been quoted previously.

To say that we are pleased is putting things mildly. As I mentioned before, we're a small, start-up company on a tight budget. Having the boards will be a big boost in our efforts to build up business.

Our success in this effort is thanks to the MII Users Association. Your assistance made the whole arrangement possible, and we are most grateful. Our thanks also go to B.J. Purcell at Custom Supply, our local dealer; he has consistently supported us in every way possible.

Last but certainly not least, we appreciate Panasonic's willingness to help us, including the assistance and courtesy shown by Mr. Bakonyi. He even called back a few days later just to make sure our problem had been taken care of.

Needless to say, when it comes to the MII Users Association, we're impressed! Thanks again for your help--best wishes for continued success.

Sincerely,  
David Black  
First Frame Video Services  
PO Box 732  
Alabaster, AL 35007

Dear Mr. Black;

*That's why we're here. We are more than happy we could help and hope other users continue to seek our assistance on MII issues.*

Dave Gardy

# September Survey Responses

Many users have been impressed with the recent Panasonic Marketing effort for D-3. But many have expressed questions about what it means for MII. This is a complex issue and we're attempting to respond by opening a dialogue with our membership through this survey.

1. Do you feel that if Panasonic is going to sell D-3 successfully, the company must demonstrate a continued commitment to MII in all areas (marketing, service, users support)? Yes 51.16% No 13.95% No opinion 34.89%

Comments: *Very displeased with MII service by Panasonic on repairing equipment. I don't care about D-3 \* Unhappy about recent shift to Industrial for MII service \* We plan to upgrade to D-3, but will rely on MII to satisfy a large number of clients for a long time - most budgets can not afford to buy a D-3 master tape. \* Unless Panasonic supports MII properly, the next name on my equipment will be Sony! \* Many of their better MII people have been assigned to D-3 support \* Hopefully Panasonic will hurry up with D-5 \* Deal with companies and push MII for now \* Have worries, hope that MII will continue to be supported by Panasonic - Like D-3 \* Panasonic better not leave MII in the dust \* MII & D-3 make excellent partners shoot in MII edit to D-3 \* Can't hold back technology, budgets are another factor \* They must bridge analog technology to digital \* Concerned only about service commitment \* Feel that Panasonic will bail out of MII and D-3 & D-5 on the horizon/MII will become obsolete \* Would hope Panasonic keeps a commitment \* I feel that if Panasonic wasn't supportive, they wouldn't have come out with the EnHanced series*

2. Do you think D-3's market acceptance will eventually equal that of D-2 ?  
Yes 37.21% No 11.63% No opinion 51.16%

If not why;  
40% Recession is preventing investment in any new expensive format.  
20% Production Industry is waiting for D-5  
0% Panasonic has never dominated a market with a broadcast tape format  
40% Other reasons (Reputation-"M" format, )

Comments: *D-3 had a late start & D2 has (had) 3 manufacturers \* Its too good not to compete yet marketing, price and service with reliability must be provided at least at the same level as D-2, etc. \* Who cares. Let them get my AU-650 working correctly. Then I'll talk to management about spending more money with Panasonic. \* Advertising can "drive" acceptance \* D-3 Step ahead, will replace Betacam. \* Firm believer in Panasonic Quality over Sony if Panasonic gets marketing act together \* D-3's appeal is greater than D-2 \* The D-3 format seems to have so many improvements over the D-2 format. A lot of MII users upgraded from the SVHS format, combining and using both SVHS and MII. I think for the future MII users will add D-3 and use both of these formats as well \* Satisfied with MII format and not following marketing \* Not concerned because of the size of my operation, will not go digital anytime soon \* Like the way D-3 & D-5 look and perform \* D-3 is appealing in my opinion, 1/2" is nicer than larger tapes*

3. Based on your past MII sales and service experience, for the most market acceptance, do you feel D-3 should be marketed through direct representatives or through dealer networks?  
Direct Representatives 23.26% Dealer Networks 32.56 No opinion 44.18%

Comments: *Too tough to support through dealers \* They need Direct, strong Rep support but Dealers (for me) are always more accessible (i.e. Demos) \* Dealers care on a local level \* Neither are very effective with respect to MII \* Not concerned, dealer is helpful to this point \* Just obtained New MII EnHanced equipment, have had good success with dealer networks \* Best success Directly \* Factory reps, more reliable technician \* Dealer networks seem to offer the best pricing and support \* Mix it up for best price \* Dealer Net, better prices for repairs*

4. If you are currently an MII owner, will you be purchasing a Digital format in the future? Yes 53.49% No 18.60% Not sure 27.91%

If so, which one?  
D-1 0% D-2 0% D-3 56.52% wait for D-5 21.74% Other (non linear) 4.35% Not Sure 17.39%

Comments: *Already have D-3 \* Too expensive, if anything, will switch to Beta SP \* Hopefully we will upgrade within 12 months \* MII quality is more than adequate for In-house use and Broadcast too. \* We currently use 630/660 A/B roll system which we will use until fully amortized; then change to digital format... Tax considerations enter the equation for older established companies \* Limited budget \* Using EnHanced series \* D-3 if prices were to come down \* If budget comes through, will purchase D-3 \* Within 1 year, tested D-3 at Olympics this year, well get D-3 possibly D-5 \* Would buy now if I had the money \* No money to purchase, will stay with MII format \* Beta SP user will wait for laser disk \* If I were to make a change ever, It would be to laser disk in the future \* Money problem \* Not feasible \* Technology is moving too fast, will wait for advancement in CD technology \* In two years D-3 & D-5 \* Waiting for hard disk system and CD Technology \* But not anytime soon. Happy with MII for now*

5. Since the inception of the D-3 marketing effort, do you feel that MII is getting less support from Panasonic in-  
Marketing and sales Yes 23.26% No 16.27% No opinion 60.47%  
Service Yes 20.93% No 11.63% No opinion 67.44%  
Availability-parts, tape, supplies Yes 18.60% No 13.96% No opinion 67.44%

# MII Users Association of America Membership Listing

## Alabama

AUVID Productions  
Int'l Inc.  
Paul D. Kennamer, Sr.  
PO Box 1933  
Huntsville, AL 35807  
(205) 534-4666  
Have MII

AUVID Productions  
Int'l Inc.  
Nancy Kabajain  
PO Box 1933  
Huntsville, AL 35807  
(205) 534-4666  
Have MII

DCH Regional Medical  
Center  
Larry Parker  
809 University Blvd E.  
Tuscaloosa, AL 35401  
(205) 759-7332  
Have MII

Digital Media Solutions  
Doug Butler  
3626 Clairmont Ave  
Birmingham, AL 35222  
(205) 323-5994  
No MII

First Frame Video  
Services  
David Black  
2440 Wineridge Dr.  
Birmingham, AL 35244  
(205) 988-3267  
Have MII

Flint Hill Productions  
Charles & Mary Golden  
255 S. Charlston CT  
Montgomery, AL 36117  
(205) 277-7760  
Have MII

Industrial  
Communications Inc  
Mike Cornelius  
PO Box 190201  
Birmingham, AL 35219  
Have MII

Industrial  
Communications Inc.  
Britton Neal  
232 Oxmore Cir  
Birmingham, AL 35209  
Have MII

## Arizona

COVID  
Imre A. Csaszar  
1725 W. 17th St.  
Tempe, AZ 85251  
No MII

Del Sol Productions  
Ruben Ruiz  
19 W. Ventura  
Tucson, AZ 85705  
(602) 622-1515  
Have MII

KTVW  
Bruce Sherman  
3019 E Southern Ave  
Phoenix, AZ 85040  
(602) 243-3333  
Have MII

KVOA-TV  
Randall Meston  
209 W. Elm St.  
Tucson, AZ 85705  
(602) 254-2270  
Have MII

Studio Optix  
Christopher Hutson  
103 W. Alameria  
Phoenix, AZ 85003  
(602) 254-4668  
Have MII

Troxell  
James Chalifoux  
4830 S. 38 St.  
Phoenix, AZ 85040  
(800) 352-7912  
Dealer

Vaughn Duplication  
Services  
Jim Lawson  
3802 East University  
Drive, Suite 2  
Phoenix, AZ 85034  
(800) 228-7609  
Have MII

## Arkansas

5 Star Video  
Randy McFarland  
1112 Garrison Ave  
Ft Smith, AR 72901  
(501) 783-7751  
Have MII

Arkansas Farm Bureau  
Keith Garrison  
PO Box 31  
Little Rock, AR 72203-  
31  
(501) 228-1488  
No MII

KHOG  
Marvin Macedo  
PO Box 1029  
Fayetteville, AR 72701  
(501) 521-1010  
Have MII

KTHV  
Chuck Weaver  
720 Izard St  
Little Rock, AR 72209  
Have MII

Sigma Broadcasting  
Don Vest  
PO Box 4150  
Ft Smith, AR 72914  
(501) 783-4040  
Have MII

Video Pro Productions  
T Hall  
PO Box 1694  
Pine Bluff, AR 71613  
No MII

## California

ADV Tech  
Thomas Huckle  
8057 Crossbridge Rd  
Dublin, CA 94568  
(415) 833-6031  
Have MII

AME-Bill Messersmith  
1133 N. Hollywood Way  
Burbank, CA 91505  
(818) 841-7440

AME Inc.  
Larry Cohen  
5510 Cleon Ave.  
N.Hollywood, CA 91601  
(800) 336-3827  
Have MII

AME Inc.  
Chip Viering  
5510 Cleon Ave.  
N.Hollywood, CA 91601  
(800) 336-3827  
Have MII

Assoc. Elec.  
Gene Husting  
3585 Cadillac Ave  
Costa Mesa, CA 92626  
(714) 850-9342  
Have MII

AudioLab Electronics  
Ron Stofan  
5831 Rosebud Ln  
Bldg C  
Sacramento, CA 95841  
Manufacturer

Audio Visual  
Headquarters  
Richard Farnham  
2300 Gladwick  
Rancho Dominguez, CA  
90220  
(310) 885-4200  
Supplier

Bay Cable Advertising  
Jim McCuin  
20902 Cabot Blvd  
Hayward, CA 94545  
(510) 732-7320  
Have MII

BCS  
Wendy Sahyoun  
4525 Valerio St.  
Burbank, CA 91505  
(818) 845-7000  
Supplier

Cal Poly San Luis Obispo  
Peter Woodworth  
Audio Visual Services  
Dept.  
San Luis Obispo, CA  
93407  
(805) 756-7197  
Have MII

Capitol Productions  
Steven Schiavone  
9773 Beachwood Dr.  
Orangevale, CA 95662  
No MII

Chiaverini Video  
Productions  
Doug Chiaverini  
4030 N. Palm Ste 306  
Fullerton, CA 92635  
(714) 526-3388  
Have MII

Clockwork Studios  
Chris Petiprin  
10695 Treena Street  
Suite 106  
San Diego, CA 92131  
(619) 578-8433

Compact Video Group,  
Inc.  
John Donlon  
2813 Alameda Ave  
Burbank, CA 91505  
(818) 840-7000  
Have MII

C. E. Heath Co  
Cathy Baker  
4 Embarcadero Ctr,  
Suite 2050  
San Francisco, CA 94111  
(415) 956-5834  
Have MII

Don Brown Productions  
Don Brown  
1429 W. Collins Ave.  
Orange, CA 92667  
(714) 771-9711  
Have MII

DNF Industries  
Eve Norell  
1032 North Sweetzer  
Ave  
Suite 212  
W. Hollywood, CA 90069  
(213) 650-5256  
No MII

DSO Productions  
Robert Orban  
2413 Lincoln Ave  
Belmont, CA 94002  
Have MII

EIG Video  
Bud Turner  
PO Box 960  
Lucerne Valley, CA  
92356  
No MII

First Light Video  
Publishing  
Andy Romanoff  
8536 Venice Blvd  
Los Angeles, CA 90034  
(310) 558-7880  
No MII

Grace Video  
Maynard Dennis Grimm  
34476 Colville Pl  
Freemont, CA 94555  
(510) 794-8365  
Have MII

Grass Valley Group  
Don Davis  
P.O. Box 1114,  
Mail Stop N3-2H  
Grass Valley, CA 95945  
(916) 478-3097  
Manuf.

GRC Electronics  
Greg Capelo  
6242 Pearl Lake Ave  
San Diego, CA 92119  
(619) 464-6446  
Repair

Horizon Christian  
Fellowship  
Roger Vans  
PO Box 17480  
San Diego, CA 92117  
(619) 277-4991

IVS, Inc.  
Ray Dunn  
7925 Auburn Blvd  
Citrus Heights, CA  
95610  
(800) 745-6601  
Dealer

ITD Productions  
Herbert Kellner, Ph.D.  
1561 Madrid Dr  
Vista, CA 92083  
(619) 598-8451  
Have MII

Jet Propulsion Lab  
Cory Borst  
4800 Oak Grove Dr.  
Pasadena, CA 91109  
(818) 354-6170  
Have MII

KATZ Inc.  
Rich Borowy  
PO Box 2608  
San Fernando, CA 91393  
(818) 895-8921  
No MII

KCRA  
Marty Main  
3 Television Cir  
Sacramento, CA 95814-  
0794  
(916) 325-3255  
Have MII

Kolb Entertainment  
Kenneth Kolb  
14380 Foothill Blvd #26  
Sylmar, CA 91342  
(818) 362-6753  
No MII

KRBK-TV  
Annette Wegesend  
500 Media Pl.  
Sacramento, CA 95815  
(916) 929-0300  
Have MII

KUSI  
Richard Large  
4575 View Ridge Ave  
San Diego, CA 92123  
(619) 571-5151  
Have MII

Ace Kutsuna  
533 21st Pl  
Santa Monica, CA 90402  
Have MII

LifeEnrich  
Robert Reese  
10055 Wolf Rd, STE B14  
Grass Valley, CA 95949  
(916) 268-0882

Miles Media Corp  
Richard Miles  
4009 Union Ave  
Bakersfield, CA 93305  
No MII

Miller Video  
Lee Miller  
608 Wilson Ave  
Novato, CA 94947  
(415) 898-9998  
Have MII

NBC  
Jim Smith  
Ray Dunn  
3000 W. Alameda Ave  
Rm 4359  
Burbank, CA 91523  
(818) 840-4281  
Have MII

NBC  
Mr. Bill Johnston  
3000 W. Alameda Ave  
Burbank, CA 91523  
Have MII

NBC  
Mr. J. Schoedler  
3000 W. Alameda Ave  
Burbank, CA 91523  
Have MII

NBC Sports  
Jack Simmons  
3000 W. Alameda Ave  
Rm 4359  
Burbank, CA 91523  
(818) 840-4290  
Have MII

Nelson Media Group  
Bill Nelson  
951A Valhalla  
Bakersfield, CA 93309  
(805) 833-8313  
Have MII

North American  
Television  
Jim Ren Huang  
10355 E. Rush St  
El Monte, CA 91733  
No MII

Gene Zimmerman Jr  
Odetics Broadcast  
1515 S Manchester Ave  
Anaheim, CA 92802-  
2907  
(800) 243-2001  
Manuf.

Paltex International  
Jim Owen  
2752 Walnut Ave  
Tustin, CA 92680  
(714) 669-8322  
Manuf.

Precious Memories  
Video  
Chuck Hashim  
320 East 18th St.  
Bakersfield, CA 93305  
(805) 324-8947  
No MII

continues on next page

Recatrec Inc  
LH Lee  
1290 Lawrence Station  
Rd  
Sunnyvale, CA 94089  
No MII

R.T. Forney &  
Associates  
28 Southbrook, STE 4  
Irvine, CA 92714  
(714)551-9062  
Have MII

Spot Productions  
Frank Vanella  
5343 Birch Grove Dr.  
San Jose, CA 95123  
(408) 224-1500  
Have MII

Tele-Video Production  
Services  
Jon Solander  
600 Grand Ave Suite 401  
Oakland, CA 94610  
(510)893-0555  
Have MII

Tentel  
Kirk McConnell  
4475 Golden Foothills  
Pkwy  
El Dorado Hills, CA  
95630  
(800) 538-6894  
Manuf.

The Video Production  
Co. of America  
Walter Knox  
4750 Topeka Dr.  
Tarzana, CA 91356  
(818) 343-4896  
Have MII

Truckee River Studios  
Larry Beldon  
1680 Diablo Vista Rd  
Alamo, CA 94507  
(510) 943-7192  
Have MII

UC B/HIS Broadcasting  
NE Peterson  
8990 Gaddini Rd  
Winters, CA 95694  
No MII

UCLA-Behavioral  
Sciences Media Lab NPI  
Gary Lord  
760 Westwood Plaza  
Los Angeles, CA 90024  
(213) 825-0448  
Have MII

United Media  
Leslie Ricci  
4771 E. Hunter  
Anaheim, CA 92807  
No MII

Unitel Video  
Mark Miller  
3330 Cabuenga Blvd,  
West  
Los Angeles, CA 90068  
(213) 878-5800  
Have MII

Vaughn Duplication  
Services  
Paul Taylor  
2465 Campus Dr., Ste M  
Irvine, CA 92715  
(714)252-0190  
Have MII

Video Proofs  
George Barich  
560 Martin Ave  
Studio D  
Rohnert Park, CA 94928  
(707)586-0383  
Have MII

Wilderness Production  
Mike Conway  
PO Box 10260  
S. Lake Tahoe, CA  
96158  
(916)577-3008  
Have MII

Your Video Productions  
Jeri Ann Severson  
2183 Fairview Rd, Ste.  
104  
Costa Mesa, CA 92627  
(714)645-9687  
Have MII

#### Colorado

Advanced Audio Video  
Michael Cassidy  
7700 E. Illiff,  
Suite H  
Denver, CO 80231  
(800) 368-0406  
Have MII

Advanced Audio Video  
A.J. Delizza  
7700 E. Illiff,  
Suite H  
Denver, CO 80231  
(800) 368-0406  
Have MII

American Magnetic  
Media  
Steve Helmick  
5580 Havana Unit 6A  
Denver, CO 80239  
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Group Publishing  
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80905  
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Hartford, CT 06106  
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Bruce Malam  
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127 Main St. N.  
Woodbury, CT 06798  
(203)263-0006  
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288 Fallow St  
Norwalk, CT 06850  
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Key Logo  
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8F Weavers Hill  
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(203)531-8814  
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Quinnipiac College  
Bruce Carpenter  
Mt Carmec Ave  
Hamden, CT 06518  
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TRV Fastcam Sports TV  
Production  
Bruce Edwards  
PO Box 52  
West Mystic, CT 06388  
(203) 572-8220  
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Charles Allen  
414 Meadow St  
Waterbury, CT 06702  
(203)575-2020  
Have MII

WTXX-TV  
George Parson  
37 Peach Orchard Rd  
Prospect, CT 06712  
(203)758-3905  
Have MII

WTXX-TV  
Ron Barnes  
37 Peach Orchard Rd  
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Suite 412  
Washington, DC 20001  
(202) 737-3220  
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C-SPAN  
Dave Roycraft  
400 North Capitol Street  
Suite 650  
Washington, DC 20001  
(202) 626-7991  
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Tim Dombro  
400 North Capitol Street  
Suite 650  
Washington, DC 20001  
(202) 737-3220  
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Bill Conover  
400 North Capitol Street  
Suite 650  
Washington, DC 20001  
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Suite 650  
Washington, DC 20001  
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Affairs  
George Brown  
Communications  
810 Vermont Ave. NW  
Washington, DC 20420  
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Studios  
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B310 Rayburn Building  
Washington, DC 20515  
(202) 225-3941  
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Mediasource, Inc.  
Bill Parks  
2121 Wisconsin Ave.,  
N.W. Suite 64  
Washington, DC 20007  
(202)298-8100  
Supplier

Minority Training Center  
Richard Ray  
1407 K Street, NW  
Washington, DC 20005  
(202) 371-1444  
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National Credit Union  
Administration  
Bob Parks  
1776 G St. N.W.  
Washington, DC 20456  
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Organization of  
American States  
TV Unit  
Gabriel Gross  
17th & Constitution  
Avenues  
Washington, DC 20006  
(202) 458-3985  
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The Media Group  
Andrea Stelter  
1118 22nd St., NW  
Washington, DC 20037  
(202) 833-4461  
No MII

WRC-TV  
Ron Thorpe  
4001 Nebraska Avenue  
Washington, DC 20016  
(202) 885-4012  
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WRC-TV  
Harris Sullivan  
4001 Nebraska Avenue  
Washington, DC 20016  
(202) 885-4133  
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4001 Nebraska Avenue  
Washington, DC 20016  
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11261 S.W. 177th St.  
Miami, FL 33157  
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Airtime Design  
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6490 SW 113th  
Miami, FL 33156  
(305) 666-0925  
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ARCO Inc.  
Mark Castellani  
2226 8th St  
Sarasota, FL 34237  
(813)365-0900

ASCA  
Dan Block  
2860 Armadillo Tr  
Titusville, FL 32780  
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Tampa, FL 33634  
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Bassin Distributing  
Jim Dichito  
15959 NW 15th Ave  
Miami, FL 33169  
(800)329-7664  
Supplier

Blue Mango Productions  
Ed Reinhardt  
1513 Wiley St  
Hollywood, FL 33020  
(305) 921-0079  
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CBF Media Centre  
Bob Bernhardt  
3400 Raleigh St  
Hollywood, FL 33021  
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Composite Video Service  
Bill Costello  
11100 66th St.N.  
Suite 27  
Largo, FL 34643  
(813) 546-6407  
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Computer Power, Inc.  
Glenn Caton  
661 Riverside Ave  
Jacksonville, FL 32204  
(904)359-5135  
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Continental Cablevision Alan Tomasetti 141 N.W. 16th St Pompano Beach, FL 33060 (305) 946-7011 Have MII	Medfo, Inc. John P. Lenhart, MD 6110 9th St. N. St Petersburg, FL 33703 (813) 521-4130 Have MII	Video Techniques, Inc. Robert Lorentzen PO Box 9649 Bradenton, FL 34206- 9649 (813)746-4949 Have MII	Lithonia Lighting Mike Rogers Video Communications 1400 Lester Rd Conyers, GA 30207 (404) 922-9000 x2517 Have MII	Videotography Inc Damon Smith PO Box 8263 Savannah, GA 31412 No MII	Business TV Associates Mark Hewitson RR 1, Box 71 McLean, IL 61754 (309) 874-2908 Have MII
Encore Steve Mashburn 1252 E. Hilsborough Ave Tampa, FL 33604 (813) 669-8332 Supplier	Medfo, Inc. Dennis McDougall 6110 9th St. N. St Petersburg, FL 33703 (813) 521-4130 Have MII	Vue-Com Inc. Marshall Ham 1126 S Division Ave Orlando, FL 32805 (407)423-7869 Dealer	Media Magic Bill Batchelor 3952 Casey Glen Ct Duluth, GA 30136 (404) 418-0984 Have MII	Zan Productions Roseann Bush 1390 E Rock Springs 4 Atlanta, GA 30306 (404)872-0719 Have MII	Center Video Rex Balz 5615 W. Howard Street Niles, IL 60648 (800) 621-4354 Supplier
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Gendra Broadcasting Corp Michael Luisi 2800 Biscayne Blvd, STE 700 Miami, FL 33137 Have MII	Multi Image Group Jim Ballentine 1080 Holland Drive Boca Raton, FL 33487 (800) 523-2682 Supplier	WFLA Mike Healy 905 E Jackson St Tampa, FL 33614 (813) 228-8888 Have MII	Northwest Airlines, Inc. Bob Sharrett 1000 Inner Loop Road Atlanta GA 30337-6072 (404)530-6955 Have MII	Video Concepts Bob Ramacher 535 Lipoa Pkwy Kihei, Maui, HI 96753 (808) 879-1329 Have MII	Ed Janik Productions Ed Janik RR 2, Box 94C Pleasant Plains, IL 62677 (217) 626-1976 Have MII
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Southern Illinois University John Kautzer Campus Box 1775 Edwardsville, IL 62026 (618) 692-2230 Have MII	WICD-TV David Boyer 250 Country Fair Dr. Champaign, IL 61821 (217) 351-8500 Have MII	Video Management Systems Dan Hall 1004 E. Washington Street Indianapolis, IN 46202 (317) 639-6163 Have MII	Iowa State University Jim Twetten Media Production Unit Exhibit Hall S Ames, IA 50011 (515) 294-2316 Have MII	University of Kansas Brian Powell Athletic Dept.-Football Allen Fieldhouse Lawrence, KS 66045 Have MII	Video First Productions Ray Morvant PO Box 331 Kaplan, LA 70548 (318)643-1988
State Farm Insurance Gary Chambers 1 State Farm Plaza Bloomington, IL 61710 (309) 766-6176 Have MII	WGEM Brady Dreasler 513 Hampshire Quincy, IL 62301 (217) 228-6618 Have MII	Video Management Systems Jeff McFall 1004 E. Washington Street Indianapolis, IN 46202 (317) 639-6163 Have MII	Kirkwood Community College Joe Taylor 6301 Kirkwood Blvd SW Cedar Rapids, IA 52406 (319)398-5620 Have MII	Kentucky Dench Video Services, Inc. Tim Dench 9141 Bardstown Rd. Louisville, KY 40291 (502) 239-0229 No MII	VIP Philip Nelson 2908 Cameron St. STE B Monroe, LA 71201 (318)322-8222 Have MII
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The Orenda Group Jim Riemersma 9848 South Winchester Ave Chicago, IL 60643 (312) 238-3578 Have MII	Ball State University Jim Scott University Media Services Muncie, IN 47306 (317) 285-1487 Have MII	Wolfe Communications Inc. Dion Wolfe Box 105 Valparaiso, IN 46383 (219)464-5019 Have MII	KPTS Dave McClintonck 320 W. 21st St Wichita, KS 67201 (316) 838-3090 Have MII	Newcomer Young Productions James Young 201 Trenton St West Monroe, LA 71291 (318)325-4413 Have MII	Bell Atlantic Tom Erdely 801 Roeder Road Silver Spring, MD 20910 (301) 565-8663 Have MII
Three Angels Broadcasting Network Doug Garica PO Box 220 West Frankfort, IL 62896 (618)627-4651 Have MII	Ball State University Chris Weyers BC#179 Muncie, IN 47304 (317) 285-8185 Have MII	WTTV Fred Baumgartner 3490 Bluff Road Indianapolis, IN 46202 (317) 787-2211 Have MII	KSAS-TV David Bird 316 N. West St. Wichita, KS 67203 (316)942-2424 Have MII	Newcomer Young Productions Ken Purcell 201 Trenton St West Monroe, LA 71291 (318)325-4413 Have MII	Carpel Video Andy Carpel 429 E. Patrick St Frederick, MD 21701 (800) 238-4300 supplier
Video FX Stuart Soifer 400 Jefferson Ct Wheeling, IL 60090 No MII	Maginity Video Productions Harry Maginity 4330 Forrest Manor Ave Indianapolis, IN 46226 Have MII	Iowa American Heritage Cable Brian Sawyer 1729 McPherson Ave Council Bluffs, IA 51503 (712) 328-7207 Have MII	KSNW Mark Luedtke 833 N. Main Wichita, KS 67201 (316) 265-3333 Have MII	Newcomer Young Productions Chris Turner 201 Trenton St West Monroe, LA 71291 (318)325-4413 Have MII	Colorlab Russ Suniewick 5708 Arundel Ave. Rockville, MD20852 (301) 770-2128 Have MII
Video Production Group Mark Wilder 511 Court St Pekin, IL 61554 (309)353-6158 Have MII	Reed Productions Kevin Bassett PO Box 977 Warsaw, IN 46580 (219) 267-4199 Have MII				



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Fuji Pro Tape J. Thomas Baum 1089 Heathers Dr. Westminster, MD 21158- 3602 (301) 876-9590 Manuf.	Prince Georges Co. Public Schools Scott Schiller 8437 Landover Road Landover, MD 20785 Have MII	Video on Location Dino Veizis 11600 Nebel St. Rockville, MD 20852 (301) 984-5823 Have MII	LCR Productions Leo Rotkiewicz, Jr. 46 Elm St South Deerfield, MA 01373-1006 (413) 665-2946 No MII	Digital Animation Corp. Ron Ware 24445 Northwestern Hwy, Suite 105 Southfield, MI 48075 (313) 354-0890 No MII	Western Michigan Public Broadcasting Tim Scarpino 301 West Fulton Grand Rapids, MI 49504-6492 (616) 771-6666 Have MII
Global Vision Nazir 535 Hagerstown, MD 21136 (301) 356-6715 No MII	Prince Georges Co. Public Schools Chuck Wolfe 8437 Landover Road Landover, MD 20785 Have MII	Video Transfer, Inc. Ernie Aschenbach 5709 Arundel Ave. Rockville, MD 20852 (301) 881-0270 Have MII	Media Partners of MA Gary Pink 1837 Ocean St. Marshfield, MA 02050 (617) 837-5301 Have MII	Dunbar Video Productions William Dunbar 2487 Houser Rd Holly, MI 48442 (313) 634-8686 Have MII	Western Michigan University James Kirkland Television Department Kalamazoo, MI 49008- 3899 (616) 387-5040 Have MII
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Henry Joseph, III 10169 New Hampshire Ave. Suite 198 Silver Spring, MD 20903 (301) 434-7347 No MII	Professional Products, Inc. Bob Williams 2605 N. Rolling Rd, Suite 406 Baltimore, MD 21207- 1960 (301) 298-7111 Dealer	Washington Professional Systems Mike Gerry 11157 Viers Mill Rd Wheaton, MD 20902 (301) 942-6800 Dealer	New England Cablevision Jerry Klinow 38 Blackburn Center Gloucester, MA 01930 (508) 281-2285	International Learning Systems, Inc. Larry S. Bothe Rm 120 Bell Hall Andrews University Berrien Springs, MI 49103-0087 (616) 471-6052 Have MII	Western Michigan University Janet Oliver Television Studios Kalamazoo, MI 49008- 5167 (616) 387-5042 Have MII
Image Productions John Young 111 South Potomac St. Hagerstown, MD 21740 (301) 739-4590 Have MII	Ralph Graves Productions, Inc. Bill Graves 5161 River Rd, Bldg 2, Suite 103 Bethesda, MD 20816 (301) 986-4577 Have MII	WBFF Del Parks 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 Have MII	Plainsong Productions Ben Achtenberg 47 Halifax Street Jamaica Plain, MA 02130 (617) 524-0980 No MII	PKH Video Peter Hickman 1997 M-50 Tecumseh, MI 49286 (517) 423-2137 Have MII	WNEM TV 5 Greg Surma 107 N. Franklin St PO Box 531 Saginaw, MI 48606 (517) 755-8191 Have MII
Johns Hopkins APL Bob Grauel Johns Hopkins Rd Columbia, MD 20723 (301) 953-6786 Have MII	Regional Cable Network Cindy Garland 1000 Willow Cir. Hagerstown, MD 21740 (301) 797-5000	WBFF William Hackney 2000 W. 41st. Street Baltimore, MD 21211 (301) 467-4545 Have MII	Post Time Productions Fred Mycroft 340 Anawan Street Rehoboth, MA 02789 Have MII	Q-1 Video Network Tim Hart 62 Division Coldwater, MI 49036 (517) 279-8752 Have MII	WNEM TV 5 Michael J Miller 107 N. Franklin St PO Box 531 Saginaw, MI 48606 Have MII
Kennedy Krieger Institute Michele Lash 707 N. Broadway Baltimore, MD 21211 (410) 550-9448	Ritz Audio/Visual Scott Grady 6620 Virginia Manor Beltsville, MD 20705 No MII	WHAG-TV Wayne Younkins 13 E. Washington St. Hagerstown, MD 21740 (301) 797-4400 Have MII	ProMEDIA Floriano Cabral 246 Palmer Street Fall River, MA 02724 (508) 994-0447 Have MII	Thalner Electronic Labs Karl Couyoumjian 7235 Jackson Rd. Ann Arbor, MI 48103 (313) 761-4506 Dealer	WNMU-TV Northern Michigan University Earl Littich Marquette, MI 49885 Have MII
Mark Kregel 1403 Ronson Ct. Aberdeen, MD 21001	Sign Media Inc. Verden Ness 4020 Blackburn Lane Burtonsville, MD 20866 (301) 421-0268 Have MII	Massachusetts A/V Services Bob Pooler 674 Mass Ave (Rt 111) Boxborough, MA 01719 (508) 263-7727 Have MII	Studio 5 Productions Bill Lowell 5 TV Place Needham, MA 02192 (617) 449-0400 Have MII	Thalner Electronic Labs John Young PO Box 96 Bangor, MI 49013 (616) 427-8233 Dealer	WXYZ Mike Doback PO Box 789 Southfield, MI 48037 (313) 827-9490 Have MII
Lister Hill Natl.Center For Biomedical Communications James Charuhas Bldg 38A RM B2N35 Bethesda, MD 20894 (301) 496-6396	Specialized Communications Dave Clayberg 907 Maryland Ave. Hagerstown, MD 21740 (800) 359-1858 (301) 790-0103 Repair	Bob Benson Video Film Robert Benson 287 Chapel St Holden, MA 01520 (508) 829-4105 Have MII	Thom McAn Greg Lindgren 67 Millbrook St. Worcester, MA 01606 (508) 791-3811 Have MII		

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WZZM-TV Chuck Mikowski 645 Three Mile Rd N.W. Grand Rapids, MI 49504 Have MII	KARE Norm Beardsley 8811 Olson Memorial HWY Minneapolis, MN 55427 (612) 546-1111 Have MII	Missouri American Cablevision John Denison PO Box 5454 Kansas City, MO 64131 Have MII	Nebraska Boys Town Mark Warsoski 555 N 30th St Omaha, NE 68131 Have MII	New Hampshire Channel One Video Bill Channel PO Box 1437 Seabrook, NH 03874 (603) 474-5046 No MII	CNBC Kevin Kudatzky 2200 Fletcher Ave. Fort Lee, NJ 07024 Have MII
<b>Minnesota</b>					CNBC Steve Crispiano 2200 Fletcher Ave. Fort Lee, NJ 07024 (201) 585-6354 Have MII
3M Bob Herman 3M Center Building 223-5N-01 St Paul, MN 55119 (612) 736-2549 Manuf.	KTCA Jerry Huiting 172 E. 4th St. St. Paul, MN (612)222-1717 Have MII	Duff Video Productions Ron Duff 172 E. 4th St. Cape Girardeau, MO 63702-0881 (314) 334-1189 Have MII	Chapman & Associates Don Chapman 1912 California St Omaha, NE 68102 (402) 3430440 Have MII	Great Northern Video Harvey Weinstein 31 Industrial Park Dr. RFD 10 Concord, NH 03301 (603)228-0412 Dealer	Creative Associates Harrison Feather 626 Bloomfield Ave. Verona, NJ 07044 (201) 857-3444 No MII
Alpha Video Ben Vogel 7836 2nd Ave. S. Bloomington, MN 55420 Dealer	Marketing By Video Bill Hagan 6440 Flying Cloud Dr., STE 101 Eden Prairie, MN 55344 (612)944-3323 Have MII	Good News Productions Stan Waite Box 222 2111 N. Main Joplin, MO 64802	Creighton University Terence Barrio 2400 California St Omaha, NE 68178 (402)280-5124 Have MII	Icicle Productions Erik Lourette 7 Hampstead Rd Box 439 Sandown, NH 03873 No MII	Edit Masters David Lane 1000 Laurel Oak Corp Center Voorhees, NJ 08043 (609) 784-1177 Have MII
Audio Visual Wholesaler Tom Toutges 5395 31st Ave Plymouth, MN 55447 Dealer	Mayo Clinic Marvin Mitchell Video Communications Systems Rochester, MN 55905 (507) 284-2511 Have MII	KPLR Jim Wright 4935 Lindell Blvd. St. Louis, MO 63108 (314) 454-6306 Have MII	Creighton University Chuck Lenosky California at 24th ST Omaha, NE 68138 Have MII	Taylor & Company Robin Taylor 13 Dartmouth College Hwy Lyme, NH 03768 (603)795-4100 No MII	Garden State Cable TV Martin Otremsky 1250 Haddenfield-Berlin Rd. Cherry Hill, NJ 08034 (609) 354-1223 Have MII
Century Design Jody Heuring 530 15th Ave. S. Hopkins, MN 55343- 7889 (612) 935-0033 Have MII	Miller Meester Advertising Dan Sauard 17 N Washington Ave Minneapolis, MN 55401 (612) 337-9120 Have MII	University of Missouri Video Network James Gaar 301 Fine Arts Bldg UMKC Kansas City, MO 64110- 2499 (816)235-1094 Have MII	Data Security Inc. Wayne Boles 2801 N. 27th St. Lincoln, NE 68521 (800) 225-7554 Manuf.	New Jersey Audio + Video Post Tony Beswick 235 Pegasus Ave Northvale, NJ 07647 (201) 784-2818 No MII	New Life Productions Richard Myers PO Box 5500 Millville, NJ 08332 (609)825-3332 Have MII
Champion Auto Stores Larry Gilbertson 5520 N. Highway 169 New Hope, MN 55428 (612) 535-5984 Have MII	Northland Insurance Companies Charlie Stellick 1295 Northland Dr. St. Paul, MN 55120-1146 (612)688-4721 Have MII	Vaughn Duplication Services Pete Leverenz 13241 Tandem Drive Creve Coeur, MO 63146 (314)576-6804	Garner Industries Scott McLain 4200 N 48th Lincoln, NE 68504 (800)228-0275 Manuf.	Avon Productions Fred Lipowitz 123 Matis Street South Plainfield, NJ 07080 (908) 756-0643 Have MII	NBC Mr. Wayne Grennier 101 Broad Avenue Fairview, NJ 07022 Have MII
Cinequipt Kevin Groves 856 Raymond Ave St Paul, MN 55114 (612) 646-1780 Dealer	NW Airlines Bob Brandia 5101 NW Dr St. Paul, MN 55111 (612)726-0355 Have MII	<b>Montana</b>	Godfathers Pizza Inc. Tom Elkins 9140 W Dodge Rd Omaha, NE 68114 (402)391-1452 Have MII	Bell Atlantic Corporate Television Richard Deiss 540 Broad Street, Room 400 Newark, NJ 07101 (201) 649-3885 Have MII	Telemetrics Anthony Cuomo 7 Valley St Hawthorn, NJ 07506 (201) 423-0347 Have MII
Conus Communications Jonathan Meyers 3415 University Ave St Paul, MN 55114 (612) 642-4637 Have MII	Promotional Films and Video, Inc. Al Peterson 1313 Cambridge St. Hopkins, MN 55343 (612) 935-2183 Have MII	Eagle Communications, Inc. C.J. Cannaliato PO Box 5268 Missoula, MT 59806 (406) 721-2063 Have MII	Godfathers Pizza Inc. Matt Kush 9140 W Dodge Rd Omaha, NE 68114 (402)391-1452 Have MII	Bottom Line Television Mike Moran 6 Northwest Blvd Newfield, NJ 08344 (609) 697-4661 Have MII	United Artists Cable Peter Strang-Wolf 421 Allwood Rd Clifton, NJ 07012 (201) 779-2444 Have MII
Gottry Advertising & Marketing, Inc. Rich Elsberry 5001 West 80th ST., Ste 655 Bloomington, MN 55437 Has MII	Todd Communications Tom Upmann 6545 Cecilia Cir. Minneapolis, MN 55439 (612)941-0556 Dealer	KECI-TV Larry Arbaugh PO 5268 Missoula, MT 59806 (406)721-2063 Have MII	WOWT-TV Rick Klutts 3501 Farnam Omaha, NE 68131 (402) 346-6666 Have MII		WJ Kronemyer Associates Bill Kronemyer 280 East Glen Ave. Ridgewood, NJ 07450 (201) 445-1919 No MII
Grant Booker Video Terry Grant 2543 Nicollet Ave. S Minneapolis, MN 55404 (612) 870-0028 Have MII	Vaughn Duplication Services Doug Olzendk 7951 Computer Ave South Minneapolis, MN 55435 (800)494-7603 Have MII	KCFW-TV Chris Neuhausen PO Box 857 Kalispell, MT 59901 (406) 755-5239 Have MII	WOWT-TV Robert Sandoval 3501 Farnam Omaha, NE 68131 (402) 346-6666 Have MII	Cassette Dub Inc. Paul Ranieri 245 Livingston Street Northvale, NJ 07647 (201) 767-7077 Have MII	Z F/X Video Production Al Martucci 140 Arlington Blvd North Arlington, NJ 07031 (201)997-2191 No MII
Jamieson & Associates, Inc. Raymond Voss 5200 Wilson Road - 300 Minneapolis, MN 55424 (612)920-3770		KTVM Bill Ward 750 Dewey Blvd Butte, MT 59701 (406)494-7603 Have MII	Nevada Markone Video Mark Carey 1030 Bibleway 6 Reno, NV 89502 (702)786-6464 Have MII	Champagne Productions Joe Costello 35 Long Valley Rd Lodi, NJ 07644 (201)368-8122 Have MII	
Juntunen Video Mike Vinup 708 N. First St., Ste 131 Minneapolis, MN 55401 (612)341-3348 Have MII	Vaughn Duplication Services Michelle Sahlin 7951 Computer Ave South Minneapolis, MN 55435 (612)832-3108 Have MII	KULR-TV Dean Jansma PO Box 80810 Billings, MT 59108 (406) 656-8000 Have MII	Truckee River Studios, Inc. Larry Beldon PO Box 1529 Verdi, NV 89439 (800) 824-0977 Have MII	CNBC Mr. M. Reitman 2200 Fletcher Ave. Fort Lee, NJ 07024 Have MII	New Mexico CD Productions, Inc. Dale Green PO Box 2785 Corrales, NM 87048- 2785 (505)898-1544 Have MII

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CD Productions, Inc. Cindy Barchus PO Box 2785 Corrales, NM 87048-2785 (505)898-1544 Have MII	AICPA Jim Catone TV Studio 5th Floor 1211 6th Ave. New York, NY 10036 (212) 575-5490 Have MII	Colortone Bob Siebern 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	IBM East Fishkill Joseph Chin Rt 52 Dept-31U, zip 22A Hopewell Junction, NY 12533 (914)894-8464 Have MII	NBC Mr. Andy Morris 30 Rockefeller Plaza Rm 1210W New York, NY 10112 Have MII	Vertex Video Group Steven Zacharoff 1680 Bedford Ave. #22D Brooklyn, NY 11225 (718) 756-0438 Have MII
Four M Video Inc EF Morrill 6001 San Mateo Blvd NE, STE F-3 Albuquerque, NM 87109 No MII	Allen AME Church Gary Fulmore 1100-54 Merick Blvd Queens, NY 11432 (718) 526-3510 No MII	Colortone Jack Miller 76 S. Central Ave. Elmsford, NY 10523 (914) 592-4151 Dealer	Leading Image Larry Solomon 54 Kingsferry Rd. Montrose, NY 10548 (914)739-5562	NBC News Mel Weidner 30 Rockefeller Plaza, RM 807 New York, NY 10112 (212) 664-6118 Have MII	Vlahos Communications Harvey Vlahos State RT 156 Altamont, NY 12009 (518) 861-8176 No MII
G.C.Video, Inc. Diane Bogle 425 Eubank Blvd, NE Suite E Albuquerque, NM 87123 (505) 293-6509 Dealer	All Pro Production Nathan Bacher 124 W. 60th St., Suite 20B New York, NY 10023 (212) 489-5780 Have MII	CoarcVideo Edward Helfer Jr. PO Box 2, Rt 217 Mellenville, NY 12544 (800) 888-4451 Supplier	Locke Productions Christopher Johnson 14336 Oak Ave Flushing, NY 11355 No MII	NBC News Stu Pearman 52-37 Second St Long Island City, NY 11101 (718) 482-8310 Have MII	Warner Advertising Brian Warner 150 N. Winton Road Rochester, NY 14610 (716)654-6710 Have MII
KGSW-TV Mark Gardner 1377 University Blvd NE Albuquerque, NM 87102 Have MII	Bausch & Lomb Terry Shaw 1400 N. Goodman St. Rochester, NY 14692 (716) 338-8779 Have MII	Duckball Al Arthur 532 LaGuardia Pl Box 370 New York, NY 10012 (718)599-2385 Have MII	Manhattan Cable TV Dean Adrian 120 E 23rd St New York, NY 10010 (212)598-7278 Have MII	New Matchback Dan Aizenstat 605 2nd Ave Suite 3 New York, NY 10016 (212) 685-6283 Have MII	WPIX Bob Murch 222 42nd St New York, NY 10017 (212) 210-2552 No MII
New Mexico Highlands Univ. Drake Bingham Communication Arts Bldg Las Vegas, NM 87701 (505)454-3353 Have MII	B & B Systems, Inc. Norman Schnapper 630 3rd Ave. New York, NY 10017 (212)599-0375 Supplier	Elite Video Production Kalmon Zeines 1612 E. 14th St Brooklyn, NY 11229 (718) 627-0499 Have MII	Manhattan Cable TV Fred Ciccone 120 E 23rd St New York, NY 10010 (212)598-7269 Have MII	New York City Sanitation Department Mike Barbarotto Audio Visual Services Unit PO Box 213 Maspeth (Queens), NY 11378 (718) 507-3543 Have MII	A&T State University Arthur D. Selby Greensboro, NC 27406 No MII
New Mexico Technical Institute Paul Hofman Geoscience Dept. Socorro, NM 87801-4796 (505)835-5108 Have MII	BCS Walter Druker 460 W. 34th Street New York, NY 10001 (212) 268-8800 Supplier	Greater Rochester Cable Harry Goldberg 71 Mount Hope Ave Rochester, NY 14620 (716) 325-1111 Have MII	Moysse & Associates, Inc Claude Moysse PO Box 831 Latham, NY 12110 (518) 783-6221 Have MII	New York Telephone William Basciano 1095 Avenue of the Americas, Rm 1600 New York, NY 10036 (212) 395-0111 Have MII	Camp Lejeune Dept. Schools Miriam Bohnet Camp Lejeune, NC 28542 No MII
PCI, Inc. Idella Cantrell 1595 W. Amador Ave Suite H Las Cruces, NM 88005 Dealer	Bravo Studio Michael Shkolnikov 2055 E 57th St Brooklyn, NY 11234 (718) 377-4411 No MII	HAVE, Inc. Paul Swedenburg 309 Power Ave. Hudson, NY 12534 (518)828-2000 Have MII/Supplier	Nassau County Police (VISCOP) Benjamin Homenick 1490 Franklin Ave. Mineola, NY 11501 (516) 573-7013 Have MII	Northstar Television Group Mark Olkowski 405 Lexington Ave, 54th Floor New York, NY 10174 No MII	Christian Faith Center Willie Hodges PO Box 100 Creedmoor, NC 27522 (919) 528-1580 Have MII
Sandia National Labs Jim Lloyd Organization 7212 P.O. Box 5800 Albuquerque, NM 87185 (505) 844-3867 Have MII	Broadcast Video Productions Jack Miller 480 Main Street Armonk, NY 10504 (914) 273-6649 Have MII	Herkimer County Community College Bob Schultz Reservoir Rd Herkimer, NY 13350 (315)866-0300x238 Have MII	NBC News Archives Yuien Chin 30 Rockefeller Plaza, RM 922 New York, NY 10120 (212) 664-5223 Have MII	PCI Recording Service Ted Hummel 737 Atlantic Ave. Rochester, NY 14609 (716) 288-5620 No MII	Long Communications Group Spencer Bullins 961 Burke St Winston-Salem, NC 27101 (919) 725-2306 Dealer
Sandia National Labs Charles Johnson Div 9249 Box 5800 Albuquerque, NM 87185 (505)844-7911 Have MII	Broadway Video Inc. Dave Radin 1619 Broadway 10th FL New York, NY 10019 (212)265-7600	Henry Joerz, Jr 7230 73rd St Glen Dale, NY 11385 No MII	NBC News Mark Chomut 30 Rockefeller Plaza, RM 737 New York, NY 10120 (212) 664-5888 Have MII	PDR Productions Neil Derosa 219 E. 44th St New York, NY 10017 (212)986-2020 Have MII	Long Communications Billy Register 1018 Morrisville Pkwy, Ste D Morrisville, NC 27560 (919)481-1188 Dealer
Troxell Terry Hixson 2730 San Pedro, NE Albuquerque, NM 87110 Dealer	Bronx Community College Prof. Donald Canty 184 th St & University Ave Bronx, NY 10453 Have MII	HITN Jose Rodriguez 449 Broadway 13 New York, NY 10013 Has MII	NBC News Joe Marrone 30 Rockefeller Plaza, RM 737 New York, NY 10120 (212) 664-5888 Have MII	SUNY Institute of Technology Steve Perta PO Box 3050 Utica, NY 13504 (315) 792-7180 Have MII	Lowe's Companies, Inc. Bill Hurd PO Box 1111 North Wilkesboro, NC 28656 (919) 651-4933 Have MII
New York AICPA Will Avgerakis TV Studio 5th Floor 1211 6th Ave. New York, NY 10036 (212) 575-5490 Have MII	Camera Mart Steve Gordon 456 W. 55th St. New York, NY 10019 (212) 757-6977 Supplier	Hofstra University Mark Sugarman Special Events A/V 112 Student Center Hempstead, NY 11550 No MII	NBC Bill Sacrey 30 Rockefeller Plaza Rm 1210W New York, NY 10112 (212) 664-7140 Have MII	Vaughn Duplication Services Lloyd Dorfman 10 E. 39th St New York, NY 10016 (212)447-1038 Have MII	Marine Graphics Bill Lovin Box 2242 Chapel Hill, NC 27515 (919) 362-8867 Have MII
Center for Video Education Pat Shafer 56 Lafayette Ave N White Plains, NY 10603 (914)428-9620 No MII		IATSE Karen Pizzuto 1515 Broadway #601 New York, NY 10036 No MII			

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Pumkin Creek Video  
Production  
Harold Ferguson  
321 Coffee Ave  
North Wilksboro, NC  
28659  
(919) 667-7717  
Have MII

Sara Lee Direct  
Walter Orechwa  
470 Haines Mill Rd  
Winston-Salem, NC  
27105  
(919) 744-8293  
Have MII

Sara Lee Direct  
Chuck Morris  
470 Haines Mill Rd  
Winston-Salem, NC  
27105  
(919) 519-7121  
Have MII

Southern Video Corp.  
Louis Asbury  
1016 S. Church St  
Charlotte, NC 28203  
(704) 333-5454  
Have MII

Southern Video Corp.  
Gary Killough  
1016 S. Church St  
Charlotte, NC 28203  
(704) 333-5454  
Have MII

State of North Carolina  
Agency for Public  
Telecommunications  
Richard Danchi  
116 West Jones Street  
Raleigh, NC 27603  
(919) 733-6341  
Have MII

Target Television  
Don Kirk  
1001 S Marshall St  
Winston-Salem, NC  
27101  
Have MII

TeleFox  
Bill Hitchcock  
PO Box 2069  
Moorehead, NC 28557  
(919) 240-7340  
Have MII

Video Perception  
Rick Hall  
1016 S Church St  
Charlotte, NC 28203  
(704) 358-0900  
Have MII

Walt Kline & Assoc.  
Mike Laur  
200 Brookstown Ave  
Winston Salem, NC  
27101  
(919) 727-4900  
No MII

WECT  
Wayne Tiner  
322 Shipyard Blvd  
Wilmington, NC 28401  
(919) 791-8070  
Have MII

WFXI-TV  
Michelle LaRock  
PO Box 2069  
Moorehead, NC 28557  
(919) 240-0888  
Have MII

W.H. Platts Company  
Brooks Platts  
2303 Distribution  
Charlotte, NC 28203  
(704) 332-9053  
Dealer

WJZY  
Ed McKay  
PO Box 668400  
Charlotte, NC 28266-  
8400  
(704) 398-0046  
Have MII

WRAL  
Al Dunbar  
2619 Western Blvd  
Raleigh, NC 27606  
(919) 821-8555  
Have MII

WRAL  
Ron Tyndall  
2619 Western Blvd  
Raleigh, NC 27606  
(919) 821-8520  
Have MII

#### North Dakota

UND Aerospace  
John Ness  
PO Box 8009  
Grand Forks, ND 58202-  
8009  
(701) 777-4722  
Have MII

WDAY-TV  
Joel Aagenes  
301 8th Street So.  
Fargo, ND 58103  
(701) 237-6500  
Have MII

#### Ohio

Advanced Video  
Jeff Costa  
1312 Wise Dr  
Miamisburg, OH 45342  
(513) 461-6800  
Have MII

ALLTEL Service  
Corporation  
Kenneth C. Nelson  
2000 Highland Road  
Twinsburg, OH 44087  
(216) 963-1862  
Have MII

Classic Video  
Dave Givaven  
5001 E. Royalton Rd  
Cleveland, OH 44147  
(216) 838-5377  
Have MII

Claybaugh Enterprises  
Inc  
David Clay baugh  
2959 Layhigh Rd  
Hamilton, OH 45013  
(513) 738-0880  
Have MII

GE  
Dan Kerr  
Videoconference Center  
One Neuman Way  
Cincinnati, OH 45215  
(513) 243-3695  
Have MII

Horizon Production, Inc.  
Bill Jacobs  
2321 Kemper Ln  
Cincinnati, OH 45206  
(513) 559-0550  
Have MII

Image Video  
Teleproduction  
Mike Tonges  
6755 Freedom Ave, NW  
North Canton, OH 44720  
(216) 494-9303  
Have MII

Industrial Video  
John Barak  
1601 N. Ridge Rd E.  
Lorain, OH 44055  
(216) 277-1218  
Dealer

Mission Video Support  
Paul Klouda  
10011A State Rt. 88  
Garrettsville, OH 44231  
(216) 527-2182  
Have MII

Mission Video Support  
Vince Sisson  
10011A State Rt. 88  
Garrettsville, OH 44231  
(216) 527-2182  
Have MII

Nordson Corporation  
Robert A. Schneider  
555 Jackson Street  
Amherst, OH 44001  
(216) 988-9411x4540  
Have MII

Ohio Bell Telephone  
Company  
Dave Kennett  
100 Erie View Plaza,  
Rm 230  
Cleveland, OH 44114  
(216) 822-3770  
Have MII

RDB Productions  
Russ Beckner  
2100 Heatherwood Ct  
Middletown, OH 45042  
(513) 422-9552  
Have MII

Riverside Film & TV  
Productions  
Rob Richardson, Jr.  
PO Box 543  
Marrietta, OH 45750  
(614) 373-0861  
Have MII

RPC Video  
Bob Ring  
6777 Engle Road, Ste D  
Middleburg Heights, OH  
44130  
(216) 891-9797  
Dealer

Stanley Steamer Int'l  
Steve Whitley  
5500 Stanley Steamer  
Pkwy  
Dublin, OH 43017  
(614) 764-2007x553  
No MII

TW Teleproductions,  
Inc.  
Tom Whaley  
141 E Water St  
Sandusky, OH 44870  
(419) 621-0602  
Have MII

Vanguard Productions  
Jerry Beck  
7064 Huntley Rd  
Columbus, OH 43229  
(614) 436-4610  
Have MII

Video Components  
12117 Berea Rd  
Cleveland, OH 44111-  
1625  
(800) 899-8433  
Dealer

Video Duplication  
Services  
Pete Stock  
PO Box 18337  
Columbus, OH 43218  
(800) 289-4301  
Have MII

WAKC-TV  
Earl Miller  
853 Copley Rd  
Akron, OH 44320  
(216) 535-7831  
Have MII

WBNX-TV  
Bill Coger  
2690 State Rd  
Cuyahoga Falls, OH  
44221  
(216) 920-1019  
Have MII

WEWS-TV  
Ed Miller  
3001 Euclid Ave.  
Cleveland, OH 44115  
(216) 431-3687  
Have MII

WHIZ-TV  
Elmer Hartmeyer  
629 Downard Rd.  
Zanesville, OH 43701  
(614) 453-4079  
Have MII

Wiegand Audio/Video  
Labs  
Charles Wiegand  
7758 Lafayette Rd, NW  
Newark, OH 43055  
(614) 967-0059  
Supplier

WKYC-TV  
Andy Hitchcock  
1403 E. 6th St.  
Cleveland, OH 44114  
(216) 344-3356  
Have MII

WKYC-TV  
Gerald Plemmons  
1403 E. 6th St.  
Cleveland, OH 44114  
(216) 344-3353  
Have MII

WNED-TV  
Alan Creed  
13870 Scream Alliance Rd  
Salem, OH 44460  
(216) 337-3755  
Have MII

#### Oklahoma

Barrister Studios  
Phil Atkinson  
4305 S Mingo Ste A  
Tulsa, OK 74146  
(918) 663-7700  
Have MII

BCD Assoc.  
RM Howard  
7510 N. Broadway  
Oklahoma City, OK  
73116  
Manuf.

KJRH  
Vic Turner  
3701 S. Peoria St  
Tulsa, OK 74105  
(918) 743-2222  
Have MII

Teleproduction  
Unlimited  
Mel Elzea  
5820 South 129th East  
Ave  
Tulsa, OK 74134  
(918) 252-2909  
Have MII

ViaGrafix  
Mike Webster  
31 South Adair  
Pryor, OK 74361  
(800) 842-4723  
Have MII

#### Oregon

Columbia Cable of OR  
Jim DeChant  
14200 SW Brigadoon Ct.  
Beaverton, OR 97005  
(503) 644-3188  
Have MII

Fishing the West  
Kerry Brown  
5484 SE International  
Way  
Milwaukie, OR 97222  
(503) 654-0092  
Have MII

Hultman Media Services  
Gary Hultman  
300 Limp Creek Road  
Grants Pass, OR 97527  
(503) 474-6466  
No MII

KBSP  
Tim Mance  
4923 Indian School Rd,  
NE  
Salem, OR 97305  
(503) 390-2202  
Have MII

KMTR-TV  
Kurt Thelen  
PO Box 7308  
Eugene, OR 97401  
(503) 746-1600  
Have MII

Portland Public Schools  
Jim Kunze  
Television Services  
5210 N. Kerby St  
Portland, OR 97217  
(503) 280-5838  
Have MII

Professional Video &  
Tape  
Bill Floyd  
10240 SW Nimbus Ave  
Tigard, OR 97223  
(503) 598-9142  
Dealer

Psychological Research  
Foundation  
Loren Parks  
19460 SW Shaw  
Aloha, OR 97007  
(503) 649-7007  
Have MII

Teknifilm/Vaughn  
Jody McNamer  
1434 NW 17th Ave.  
Portland, OR 97209  
(503) 224-3835  
Have MII

TELETEK Video  
Judy & Virgil Sipes  
19275 SW Tualasaum Dr  
Tualatin, OR 97062  
(503) 638-5035  
Have MII

#### Pennsylvania

Action Duplication  
Craig Kuptsow  
555 North Lane, Suite  
5075  
Conshocken, PA 19428  
No MII

Allen Organ Company  
Clark Ferguson  
150 Locust St  
Macungie, PA 18062  
(215) 966-2202  
Have MII

Ascension Video  
Jim Boda  
48 A St.  
Northumberland, PA  
17857  
(717) 473-9733  
Have MII

Barlieb Wallace Heilman  
Productions  
Pamela Wallace  
1680 Mine Site Rd  
Allentown, PA 18103  
(215) 395-7176  
Have MII

Bell Atlantic  
Morris Hawk  
1 Parkway, 2nd Floor  
Philadelphia, PA 19102  
(215) 466-3896  
Have MII

Cornerstone TV  
Kevin Robinson  
Signal Hill Dr  
Wall, PA 15148  
(412) 824-3930  
Have MII

Cornerstone TV Gary Stuart Signal Hill Dr Wall, PA 15148 (412) 824-3930 Have MII	WHYY John Collins 150 N. 6th. Street Philadelphia, PA 19106 (215) 351-1274 Have MII	Cable Ad Connection Dave Rodney PO Box 746 Johns Island, SC 29457 No MII	South Dakota Public Broadcasting Wayne Nelson PO Box 5000 Vermillion, SD 57069 (605)677-5861 Have MII	Sifford Video Lawson Turk 121 Lyle Ln Nashville, TN 37210 (800)251-1009	Industrial Audio Video Mark Faulstich 2617 Bissonnet Houston, TX 77005 (713) 535-2375 Dealer
Mine Safety Appliance Co. Josh Bayer PO Box 426 Pittsburgh, PA 15230 (412) 967-3198 Have MII	WJAC Rob Abele 1949 Hickory Ln Johnstown, PA 15905 (814) 255-7600 Have MII	Greenville Technical College Michael Conet PO Box 5616 Greenville, SC 29606- 5616 (803)250-8363 Have MII	South Dakota Public Broadcasting Larry Conlon PO Box 5000 Vermillion, SD 57069 (605)677-5861 Have MII	Tennessee Wildlife Resources Agency Mark Greenwald PO Box 40747 Nashville, TN 37204 (615) 781-6502 Have MII	ISDL Priya Dasi 400 Barsana Rd Austin, TX 78737 (512) 288-7180 Have MII
NAMEDLOC Inc Lon Crosby 430 Hollybush Rd Bryn Maw, PA 19010 No MII	WPGH-TV John Getz 750 Ivory Ave Pittsburgh, PA 15214 (412) 931-8141 Have MII	Prime Cuts Productions Lenny Spears 247 Riverland Dr James Island, SC 29412 (803)762-0719	South Dakota Public Broadcasting Daniel Schiedel PO Box 5000 Vermillion, SD 57069 (605)677-5861 Have MII	Video Ideas 4762 Highway 58 Suite G Chartanooga, TN 37416 (615) 894-2677 Have MII	J Darrell Kirkley Inc. Darrell Kirkley 11078 Morrison Dallas, TX 75229 (214) 243-0013 Have MII
Pittsburgh Televideo Inc. 1738 N. Highland Rd. Suite 103 Pittsburgh, PA 15241 Have MII	WPTT-TV Chief Engineer PO Box 2809 Pittsburgh, PA 15230 (412)856-9010 Have MII	Ron Shecut 3404 Keenan Dr Columbia, SC 29201 (803)765-2299 No MII	South Dakota Public TV Peter Egart PO Box 22188 Brookings, SD 57007- 2399 (605)688-4191 Have MII	WMC-TV Mike Schwartz 1960 Union Ave. Memphis, TN 38104 (901) 726-0555 Have MII	KCEN-TV Ken Smith PO Box 6103 Temple, TX 76503 (817)773-6868 Have MII
Pro Video Steve Zampana 1001 Sussex Blvd Broomhall, PA 19008 (215)328-7448 Dealer	WSEE-TV Dan Nungesser 1220 Peach St Eric, PA 16501 Have MII	Sound & Images Fess Shelton PO Box 26895 Greenville, SC 29616 (803)288-8400 Have MII	Department of Ag Communications Stuart Fedt PO Box 2231, SDSU Brookings, SD (605)688-4507 No MII	World Class Productions Frank Weeks 1300 East 9th Ave Johnson City, TN 37601 (615)928-5753 Have MII	KTSM-TV Andrew Kiska 272 Shadow Mt 59 El Paso, TX 79912 (915)532-5421 Have MII
Quail Video Products Bill Frazier 949 Penn Ave Pittsburgh, PA 15221 (412) 243-1300 Dealer	Rhode Island Colony Cable Dave Ribblett 169 Weybosset Street Providence, RI 02901- 0969 (401)277-7852 Have MII	Total Audio Visual Services Allan Dox 1 Winsor Cove Columbia, SC 29223 (803)788-1333 Dealer	Tennessee Allied Communications Corp. Mark Conrad PO Box 101482 Nashville, TN 37224- 1482 (615)5500 Have MII	Texas Accelerated Christian Education Don Gray 2600 Ace Lane Lewisville, TX 75067 (214) 315-1776 Have MII	KTSM-TV Gregg Davison 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 Have MII
Quail Video Products Brian Nee 949 Penn Ave Pittsburgh, PA 15221 (412) 243-1300 Dealer	Heritage Cable Joe Stafford PO Box 518 Lincoln, RI 02865 (401) 765-6652 Have MII	Video South Productions David Haskell 105 Cypress Plaza PO Box 2249 Myrtle Beach, SC 29578 (803)236-3030 Have MII	Linden Communication Group Michael Stevenson 17 W. Pontotoc Suite 207 Memphis, TN 38103 (901) 523-0506 No MII	Christian Video Ministries J.D. Dunson HCR 2 Beeville, TX 78102 (512) 358-3416 Have MII	KTSM-TV Rick Vilardell 801 N. Oregon St. El Paso, TX 79902 (915) 532-5421 Have MII
Reel Video Productions Mark Johnson 300 Roosevelt Ave Hollidaysburg, PA 16648 (814)695-8054 Have MII	Logeographics Maria Houde PO Box 23535 Providence, RI 02903 No MII	Walton Productions Stan Walton 158 Cannondale Rd. Columbia, SC 29212 (803) 731-0871 Have MII	Miles & Associates John Miles 755 Broad St NW Cleveland, TN 37311 Have MII	CompuTrac Roger Young 222 Municiple Dr. Richardson, TX 75080 (214) 234-4241 Have MII	KXXV Jerry Copeland PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII
RPC Video Paul Hauser 384 Route 909 Verona, PA 15147 (412) 828-1414 Dealer	Narragansett TV William Hague 25 Catabore Blvd E Providence, RI 02920 (401)438-3317 Have MII	WBTW Doug Carter PO Box 100530 Florence, SC 29501 (803) 662-1565 Have MII	McKee Foods Corp. Tom Hunter, Mgr. AV Division 10260 McKee Rd Box 750 Collegedale, TN 37315 (615)238-7111 x2382 Have MII	ECI Video Shawn Sterling 2809 Ross Ave Dallas, TX 75201 (800)880-9400x224 Have MII	KXXV Mike Jugert PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII
SMI Productions Stan Mack 5100 Tilghman St. Suite 20 Allentown, PA 18104 (215)398-8200 No MII	WPRI Jim Costa 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 Have MII	W.H. Platts Company Billy Platts 710 King Street Charleston, SC 29403 (803)723-7604 Dealer	Shop At Home Network Alvin Hodges Hwy 32 Newport, TN 37871 (615)623-8000 Have MII	ECI Video Johnny Griffin 2809 Ross Ave Dallas, TX 75201 (800)880-9400x218 Dealer	KXXV Lou Strowger PO Box 2522 Waco, TX 76702 (817) 754-2525 Have MII
St. Margarets Hospital Rich Moore 815 Freeport Rd. Pittsburgh, PA 15215 (412)784-5252 Have MII	WPRI Mark Gordon 25 Catamore Blvd E Providence, RI 02914 (401) 438-7200 Have MII	South Dakota KSFY Doug Loos 300 N. Dakota Ave, Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 Have MII	Shop At Home Network Buddy Winsett Hwy 32 Newport, TN 37871 (615)623-8000 Have MII	Fuji Photo Film Bob Sullivan 1628 West Crosby Road Suite 100 Carrollton, TX 75006 (214) 466-9200 Manuf.	Legal Media Center Kevin McInturff 4151 SW Freeway Suite 715 Houston, TX 77027 (713) 963-0397 Have MII
Video Spectrum Wayne Stephany 630 Hedgewick Dr Lancaster, PA 17603 (717) 394-4042 Have MII	South Carolina Action Video Productions Tommy Cabaniss 9 E. Parkins Mill Rd Greenville, SC 29607 (803)297-8865 Have MII	KSFY Wayne Gudgel 300 N. Dakota Ave, Suite 1000 Sioux Falls, SD 57102 (605) 336-1300 Have MII	Shop At Home Network Buddy Winsett Hwy 32 Newport, TN 37871 (615)623-8000 Have MII	Hatikvah Ministries Brian Jones 2437 Bay Area Blvd, Ste. 143 Houston, TX 77058 (713)286-2480	Pierre Miron C 15205 S. Main Houston, TX 77035 (713) 499-8764 No MII

NEC America  
Broadcast Equipment  
Dept  
Jim Suttles  
1417 Exchange Dr  
Richardson, TX 75081  
(214) 907-4744  
Manuf.

On Location Video  
Services  
Mel Rainer  
PO Box 35657  
Houston, TX 77035  
(713) 728-1020  
Have MII

Project Video  
Gary Brewton  
PO Box 5850  
Beaumont, TX 77726  
No MII

Pro Line Video  
Jim McConnell  
2601 McHale Ct. #140  
Austin, TX 78758  
(512)837-2000  
Have MII

Pro Line Video  
Terry Nixon  
2601 McHale Ct. #140  
Austin, TX 78758  
(512)837-2000 x22  
Have MII

Pro Line Video Skip  
Holcombe  
4778 Research Dr.  
San Antonio, TX 78240  
(512)690-1234  
Have MII

Siam Satellite-TV  
Mandonsiri Kattuja Ari  
7306 Logging Tr  
Humble, TX 77346  
No MII

Stillpoint Productions  
Robert Castaldo  
706 W. Main St  
Arlington, TX 76013  
No MII

Texas A & M University  
Bob Matey  
Video Lab  
Kyle Field  
College Station, TX  
Have MII

Texas Department of  
Public Safety  
Gene Henderson  
Media Production Unit  
PO Box 4087  
Austin, TX 78773-0001  
(512)465-2217  
Have MII

Texas Education Agency  
Ernesto Mejia  
1701 N Congress Ave  
Austin, TX 78701-1494  
(512)463-9054  
Have MII

The Video Eye  
Bob Fitch  
10960 Mill Ridge N. Dr  
Suite 103  
Houston, TX  
(713)890-8364  
Have MII

The University of Texas  
Health Science Center  
Sam Dement  
Television Production  
Services  
7703 Floyd Curl Dr  
San Antonio, TX 78284  
(512) 567-2220  
Have MII

The University of Texas  
Sports  
Mike Arias  
Belmont Hall  
RM 224C  
Austin, TX 78713  
(512)471-6826  
Have MII

Vidicomp Distributors  
Russ Robbins  
232 W. 38th St.  
Houston, TX 77018  
(713)694-6400  
Dealer

#### Utah

Bosworth Graves  
Norm Bosworth  
1055 S. 700 W  
Salt Lake City, UT 84104  
(801) 972-6128  
Have MII

Brigham Young  
University  
Roger Gunn  
Communication Dept  
Provo, UT 84602  
Have MII

DCE Marketing  
Kenneth Foster  
University of Utah  
2167 Annex Bldg  
Salt Lake City, UT 84112  
(801) 581-5588  
Have MII

DCE Marketing  
Tori Smith  
University of Utah  
2167 Annex Bldg  
Salt Lake City, UT 84112  
(801) 581-5588  
Have MII

KBYU-TV  
Lynn Edwards  
C-302 HFAC BYU  
Provo, UT 84602  
(801)378-3551  
Have MII

KBYU-TV  
Bob Gillman  
C-302 HFAC BYU  
Provo, UT 84602  
(801)378-3551  
Have MII

LDS AV  
Peter Unwin  
A/V Dept.  
50 East North Temple  
Salt Lake City, UT 84150  
Have MII

Scott Nelson Productions  
Scott Nelson  
5006 S. Fairbrook  
Holladay, UT 84117  
(801) 272-5428  
No MII

The Studio  
Russ Rehya  
342 W. 200 S.  
Salt Lake City, UT 84101  
(801)595-8800  
Have MII

The Valley Channel  
Earl Rouse  
426 N 400 E  
Logan, UT 84321  
(801)752-7537  
No MII

Utah Valley Community  
College  
Tom Nelson  
800 West 1200 South  
Orem, Utah 84058  
Have MII

Video Lines  
Dennis Lisonbee  
267 S. Mountainland  
Orem, UT 84058  
(801) 226-0344  
Have MII

Video Reflections  
David Andrews  
6086 Fontainebleu  
Salt Lake City, UT 84121  
(801) 272-3031  
Have MII

Word Perfect Corp.  
Steve McCurdy  
1555 N. Technology Way  
Orem, UT 84057  
(801) 228-4916  
Have MII

Word Perfect Corp.  
Todd Mortensen  
1555 N. Technology Way  
Mail Stop KA110  
Orem, UT 84057  
Have MII

Word Perfect Corp.  
Scott Myler  
1555 N. Technology Way  
Orem, UT 84057  
(801) 228-4900  
Have MII

#### Vermont

Iris Multimedia  
Robert Logsdan  
PO Box 726  
Burlington, VT 05402  
(802) 865-9560  
No MII

#### Virginia

2PM Multimedia  
Jim Wine  
P.O. Box 2  
Linden, VA 22642  
(703) 636-4142  
Have MII

AMPROD Inc.  
Ken Santucci  
4531 Stone Pine Court  
Chantilly, VA 22021  
(703) 818-1353  
Have MII

Walter Arandia  
4311 S. 9th St  
Arlington, VA 22204  
(703) 521-9475  
Have MII

AVEC Electronics Corp.  
John Heinke  
711 Granby St  
Norfolk, VA 23510  
(804) 627-3502  
Dealer

AVS  
Jeff Kreger  
3330 Bourbon St.  
Fredricksburg, VA  
22408  
(703) 371-8324  
Have MII

Henry Boisvert  
4225 N. Henderson Rd  
Arlington, VA 22203  
No MII

Bon Aventure Video  
Communications  
David Jennings  
One Radio Lane  
Culpeper, VA 22701  
(703)373-5767  
No MII

Zack Burkett  
Productions  
Zack Burkett  
14162 Marquis Rd  
Unionville, VA 22567  
(703) 854-6502  
No MII

Commonwealth Film Inc  
Rodney Asbridge  
1500 Brook Rd  
Richmond, VA 23220  
(804)649-8611  
Have MII

Corporate  
Communications Inc.  
Harold Wiggins  
1630 W. Main St.  
Richmond, VA 23220  
(804) 359-9423  
Have MII

Department of Justice  
Dale Linden  
Bldg 27958A  
Quantico, VA 22135  
Have MII

Department of Justice  
Noel Herold  
Bldg 27958A  
Quantico, VA 22135  
Have MII

Empire Video  
Robert Rositzke  
3412 Ramsgate Ter.  
Alexandria, VA 22309  
(703) 360-6623  
No MII

Evening Productions  
Victoria Eves  
PO Box 2065  
Falls Church, VA 22042  
No MII

The Family Channel  
Russ Murphy  
1000 Centerville  
Turnpike  
Virginia Beach, VA  
23463  
(804) 523-7874  
Have MII

Garces Communications  
Rolado Garces  
PO Box 3262  
Reston, VA 22090  
No MII

Gardy-McGrath (Intl)  
Inc.  
Dave Gardy  
1950 Roland Clarke Pl.,  
Ste 100  
Reston, VA 22091  
(703) 620-6000  
Have MII

George Mason  
University  
Susan Kehoe  
Univ. Drive TV Studio  
Fairfax, VA 22030  
(703) 323-3586  
Have MII

Gingerbread Productions  
1323 Shepard Dr.  
Sterling, VA 22170  
(703)450-7722

C. Mark Guenther  
7529 McWhorter  
Pl.#303  
Annandale, VA 22003  
(703) 941-6943  
No MII

Norfolk Naval Shipyard  
A/V Department  
Bill Whitford  
Bldg 33 Code 120  
Portsmouth, VA 23709  
(804) 396-3408  
Have MII

Park Avenue  
Teleproductions  
David Trowsell  
3500 Maryland Ct  
Richmond, VA 23233  
Have MII

Philip Morris USA  
Carmen Inge  
P.O. Box 26603  
Richmond, VA 23261  
(804) 274-3721  
Have MII

Philip Morris USA  
Jeff Bigham  
P.O. Box 26603  
Richmond, VA 23261  
(804) 274-3721  
Have MII

Public Broadcasting  
Service  
Mark Richer  
1320 Braddock Place  
Alexandria, VA 22314  
(703) 739-5471  
Have MII

Public Broadcasting  
Service  
Larry Jefferson  
1320 Braddock Place  
Alexandria, VA 22314  
(703) 739-5204  
Have MII

Public Broadcasting  
Service  
Keith Ellsworth  
1320 Braddock Place  
Alexandria, VA 22314  
(703) 739-5302  
Have MII

Reed Film & Video  
Lloyd Reed  
4501 Sonata Court  
Fairfax, VA 22031  
(703) 978-5988  
Have MII

Russell & Associates  
Sam Russell  
P.O. Box 877  
Marion, VA 24354  
(703) 783-2251  
No MII

Sallie Mae  
Charlie Hite  
200 Fairbrook Dr  
Herndon, VA 22070  
(703) 834-5737  
Have MII

Signet Bank  
Mike Blacker  
Video Department  
11013 W. Broad St. Rd.  
Glen Allen, VA 23060  
(804)0747-2064  
Have MII

Systems Research  
Service  
TM Atkins  
8664 Martin Creek Rd  
Roanoke, VA 24018  
Supplier

Thomas Communications  
William Aylward  
2550 Huntington Ave  
Suite 205  
Alexandria, VA  
(703)329-0102  
No MII

Tuckahoe Orthopaedics  
Assoc.  
Orthopaedic Research of  
Virginia  
Mike Cockerham  
8919 Three Chopt Rd  
Richmond, VA 23229  
(804)285-7336  
Have MII

Union Theological  
Seminary  
John Coffman  
Media Services Dept.  
3401 Brook Rd  
Richmond, VA 23227  
(804)278-4323  
Have MII

Video Services, Inc.  
Jim Howell  
9305 Broad Meadows Rd  
Glen Allen, VA 23060  
(804) 346-0835  
Repair

Virginia Baptist Board  
Glenn Starling  
P.O. Box 8568  
Richmond, VA 23226  
(804) 672-2100  
Have MII

Vision Enterprises  
Michael Sustar  
P.O. Box 2698  
Christiansburg, VA  
24068  
(703) 382-0451  
Have MII

**WRLH-TV**  
Eldon Brown  
1925 Westmoreland St  
Richmond, VA 23230  
Have MII

**Zion Systems**  
Richard Hiatt  
1361 Lincolnshire Dr.  
Harrisonburg, VA 22801  
(703) 433-7700  
No MII

#### Washington

**Blue Mountain**  
Broadcasting  
Lynelle Childs  
PO Box 205  
College Place, WA 99324  
(509) 529-9149  
No MII

**KEPR**  
Don Eckis  
PO Box 2648  
Pasco, WA 99302  
(509) 547-0547  
No MII

**KHQ**  
Don Carmicheal  
P.O. Box 8088  
Spokane, WA 99203  
(509) 448-4655  
Have MII

**KHQ**  
Jeff Hite  
P.O. Box 8088  
Spokane, WA 99203  
(509) 448-4655  
Have MII

**Kostov & Assoc.**  
Multimedia Studios  
Michael Kostov  
221 First Ave West, Ste 120  
Seattle, WA 98119  
(206) 285-2797  
Have MII

**Kramer Video**  
Tom Kramer  
PO Box 22446  
Seattle, WA 98122  
(206) 322-6555  
Have MII

**Mountain View TV**  
Anthony Evans  
1500 SE Blairmont Dr  
Vancouver, WA 98684  
(206) 253-2588  
Have MII

**National Videotape Co.**  
Mari Scimeca  
63 Clay  
Seattle, WA 98121  
(206) 441-1182  
Supplier

**Professional Services**  
Media  
Rich Kraemer  
PO Box 4005  
Tumwater, WA 98501  
(206) 786-1686  
Have MII

**Puget Sound Power & Light Company**  
Charles Nishida  
PO Box 97034  
OBC-09W  
Bellevue, WA 98009-9734  
(206) 454-6363 x3231  
Have MII

**University of Washington**  
Jack Armstrong  
Instructional Media Svcs  
Main St DG-10  
Seattle, WA 98195  
Have MII

**Videoland Productions**  
Mitch McGeary  
805-C College St. SE  
Lacey, WA 98503  
(206) 491-1332  
Have MII

**Washington Natural Gas**  
John Cox  
815 Mercer Street  
Seattle, WA 98111  
(206) 622-6767  
Have MII

**Washington Natural Gas**  
Chis Nardine  
815 Mercer Street  
Seattle, WA 98111  
Have MII

#### West Virginia

**Consolidated Media Systems**  
Larry Cox  
PO Box 649  
Scott Depot, WV 25560  
(304) 744-4804  
Supplier

**E.I. Dupont**  
Jack Green  
901 W. Dupont Ave.  
Belle, WVA 25015  
(304) 357-1835  
Have MII

**Seneca Communications Inc.**  
Chuck Sizemore  
1321 Dunbar Ave  
Dunbar, WV 25064  
(304) 766-8740  
Dealer

**Spectra Media**  
Gary Simmons  
2410 Woodland Dr  
South Charleston, WV 25303  
(304) 744-7725  
Have MII

**West Virginia University**  
Dept. Radio & TV  
Rt 10 Box 304B  
Ramada Rd  
Morgantown, WV 26506  
Have MII

**WOAY-TV**  
Jim Martin  
RTE 16 South  
Oak Hill, WV 25901  
(304) 469-3361  
Have MII

**WVAH-TV**  
Raymond Beckner  
11 Broadcast Plaza  
Hurricane, WV 25526  
(304) 757-0011  
Have MII

**WYVN**  
Dan Taylor  
1 Discovery Pl  
Martinsburg, WV 25401  
(304) 267-6180  
Have MII

#### Wisconsin

**Avonix**  
Ken Muehlbauer  
P.O. Box 505  
3495 N. 124th St  
Brookfield, WI 53008-0506  
(414) 783-6050  
Dealer

**Avonix**  
Bob Buss  
P.O. Box 505  
3495 N. 124th St  
Brookfield, WI 53008-0506  
(414) 783-6050  
Dealer

**Avonix**  
Jerry Martin  
P.O. Box 505  
3495 N. 124th St  
Brookfield, WI 53008-0506  
(414) 783-6050  
Dealer

**Avonix**  
John Spartz  
P.O. Box 505  
3495 N. 124th St  
Brookfield, WI 53008-0506  
(414) 783-6050  
Dealer

**Avonix**  
Michael Sieb  
P.O. Box 505  
3495 N. 124th St  
Brookfield, WI 53008-0506  
(414) 783-6050  
Dealer

**Avonix**  
Rob Di Frances  
P.O. Box 505  
3495 N. 124th St  
Brookfield, WI 53008-0506  
(414) 783-6050  
Dealer

**Camera Corner Inc.**  
Earl Neville  
529 N. Monroe St.  
Green Bay, WI 54301  
Dealer

**Centerroom**  
Bob Harmon  
5737 W. Hemlock Street  
Milwaukee, WI 53223  
(414) 353-2001  
Have MII

**C.F. Struck Corp.**  
Charles F. Struck  
PO Box 307  
W51 N545 Struck Ln  
Cedarburg, WI 53012  
(414) 377-3300  
Have MII

**David Larson Productions**  
David Larson  
5910 N. Lilly Road  
Menomonee Falls, WI 53051  
(414) 252-4122  
Have MII

**Eaton Corporation**  
Jim Heise  
4201 N. 27th St  
Milwaukee, WI 53216  
(414) 449-6216  
Have MII

**Excel Communications**  
Jim Dorman  
3487 N 124th St  
Brookfield, WI 53005  
(414) 786-0686  
Have MII

**Firststar Corporation**  
Frank Datzler  
777 East Wisconsin Ave.  
Milwaukee, WI 53202  
(414) 765-6228  
Have MII

**Fraser Orton Productions**  
Dennis Fraser  
2150 Memorial Dr., Suite 212  
Green Bay, WI 54303  
(414) 494-6150  
Have MII

**Image Makers**  
Advertising  
John Wigtak  
740 North Pilgrim Pkwy  
Elm Grove, WI 53122  
(414) 785-1709  
Have MII

**Moraine Park Technical College**  
Bob Haase  
P.O. Box 1940  
Fond Du Lac, WI 54936-1940  
(414) 929-2112  
Have MII

**Northeast Tech. College**  
John Siemering  
PO Box 19042  
Green Bay, WI 54307-9042  
(414) 498-5495  
Have MII

**Optics & Images**  
David Anderson  
1805 E. Allouez Ave  
Suite 1  
Greenbay, WI 54311  
(414) 465-9040  
Have MII

**P.A. Bergner & Co.**  
Jim Brzyck  
331 W. Wisconsin Ave.  
Fourth Floor  
Milwaukee, WI 53203  
(414) 347-5207  
Have MII

**Reimers Photo Material Co.**  
Dan Fritz  
300 E. Bay  
Milwaukee, WI 53207  
Have MII

**Universal Production Int'l**  
Bob Kames, Jr.  
4415 W. Forrest Home Ave  
Milwaukee, WI 53219  
(414) 321-0874  
Have MII

**University of Wisconsin**  
Bager Football  
1440 Monroe St.  
Madison, WI 53711  
Have MII

**Vaughn Duplication Services**  
Tom Brunhart  
700 West Michigan Ave., Ste 150  
Milwaukee, WI 53233  
(414) 276-6511  
Have MII

**VIDTEK**  
James Lillis  
9235 W. Capital Dr  
Milwaukee, WI 53222  
(414) 466-7488  
Have MII

**Wausau Insurance**  
Paul Hunsanger  
The Westwood  
Conference Center  
1800 W. Bridge St.  
Wausau, WI 54401  
(715) 847-7772  
Have MII

**WYOU**  
Frank Maiale  
1619 Monroe St  
Madison, WI 53711-2021  
(608) 258-9644  
Have MII

#### Wyoming

**Pronghorn Productions**  
Dudley Irvine  
PO Box 703  
Lander, WY 82520  
(307) 332-9714  
Have MII

#### Canada

##### Alberta

**EM/Media**  
Jim Goertz  
#200 - 116 - 8th Ave.  
S.W.  
Calgary, Alberta T2P 1B3

**Glenrose Rehab. Hospital**  
Randy Robertson  
10230-111 Ave.  
Edmonton, Alberta T5G 0B7

**Lethbridge Cablenet**  
Mark Doram  
1232 - 3 Ave. South  
Lethbridge, Alberta T1J 0J9

**Montage Communications**  
Michael Prysunka  
Lower Floor  
611-10th Ave. S.W.  
Calgary, Alberta T2R 0B2

**Shaw Cablesystems**  
Gene Sydor  
7633-50 Street  
Edmonton, Alberta T6B 2W9

#### British Columbia

**The Videomaker**  
Sig Poeppel  
2160 Van Horne Drive  
Kamloops, B.C. V1S 1L7

#### VIDCOM

**Michael Olelock**  
3-1854 West First Ave.  
Vancouver, B.C. V6J 1G5

#### Nova Scotia

**Central Editing Services**  
Rocky Warren  
69 Walker Street  
Truro, Nova Scotia B2N 4A8

#### Ontario

**AEC Computers**  
Jann Teng R.R. #7  
Providence Line  
Peterborough, Ontario K9J 6X8

**Agincourt Productions**  
Perren Baker  
20 Kinnear Court  
Richmond Hill, Ontario L4B 1K8

**Asian Television Network**  
Prakash Naidoo  
130 Pony Dr.  
Newmarket, Ontario L3Y 7B6  
(416) 836-6460

**Asian Television Network**  
Shan Chandrasekar  
130 Pony Dr.  
Newmarket, Ontario L3Y 7B6

**Atchisound Prod. Services**  
Don Atchison  
1589 Drake Ave  
Ottawa, Ontario K1G 0L7

**CBC - Windsor**  
Bruce Taylor  
825 Riverside Drive W.  
Windsor, Ontario N9A 1K7

**CFMT - CH. 47**  
Pip Bola  
545 Lakeshore Blvd.  
West  
Toronto, Ontario M5V 1A3

**CFMT - CH. 47**  
Brian Herling  
545 Lakeshore Blvd.  
West  
Toronto, Ontario M5V 1A3



continued from previous page

CFMT - CH. 47 Bill Hoenselaar 545 Lakeshore Blvd. West Toronto, Ontario M5V 1A3	Maximum Productions Michael Jerome 730 Cochrane Dr. Markham, Ontario L3R 8E1	Sheridan College Ken Walker 1430 Trafalgar Road Oakville, Ontario L6H 2L1	Video Events John Phillips 6 Winthrow Ave Toronto, Ontario M4K 1C9	Hautes Etudes Commerc. Serge Larivee 5255 Avenue Decelles Montreal, Quebec H3T 1V6	Universite de Montreal Jean-Marie Herbert PO Box 6128 Montreal, Quebec H3C 3J7
Corona Communication Doug Reynolds 500 Barrydowne Rd. Sudbury, Ontario P3A 3T3	MBST Lifetime Prod. 5 DeWitte Court Markham, Ontario L3P 3Y4	Soft Science Associates Ltd. Eric Harris R.R. #1 Gore's Landing, Ontario KOK 2E0	Vid Vid Video Blake Robson 17 Easton Road Brantford, Ontario N3P 1J4	Infographie Michel Faubert 520 Landreville, Unit 1A Ile des Soeurs, Quebec H3E 1B4	Universite du Quebec a Montreal - Denis Vaillancourt C.P. 8888, Succ. "A" Montreal, Quebec H3C 3P8
CKCO-TV Joe Brenner 864 King Street West Kitchener, Ontario N2G 4E9	Meta Media Productions Andrew Ruhl 90 Yarmouth Street Guelph, Ontario N1H 4G3	Special Event Video Productions Jim Huber 1911 Baseline Rd #100 Ottawa, Ontario K2C OC7	York University Dave Walton Stedman Bldg. 4700 Keele Street Toronto, Ontario M3J 1P3	Le Studio du Centre- Ville Michel Bliodeau 1168 rue Bishop Montreal, Quebec H3G 2E3	Saskatchewan Size Small Productions John Lumby 34 Degeer Cresnet Saskatoon, Saskatchewan S7H 4P7
Edcom Multi Media Jeff Howard Production Dept. 1773 Mattawa Ave. Mississauga, Ontario L4X 1K5	North York School Board Neville Dean 85 Peckham Ave. North York, Ontario, N2R 2V4	St. Clair College Roger Faubert 2000 Talbot Road West Windsor, Ontario N9A 6S4	Prince Edward Island York Point Productions Stewart Smith 8 Falconwood Road Charlottetown, PE C1A 6B5	Premier Choix TVEC Inc. Chantal Gagnon 2100 Ste - Catherine Quest #800 Montreal, Quebec H3H 2T3	STV - Regina Brian Sather 370 Hoffer Drive Regina, Saskatchewan S4N 7A4
General A/V Neil Watt 6889 Rexwood Road Unit #9 Mississauga, Ontario L4V 1R2	Ontario College of Art George Dougherty 100 McCaul Street Toronto, Ontario M5T 1W1	University of Toronto Ron Beardon Media Centre 563 Spadina Ave. Toronto, Ontario M5S 1A1	Quebec Concept Videoscope Claude Pdpin 100 bld Antonio Barrette Joliette, Quebec J6E 1E5	Productions du Deluje Jean Perrier 797 Valiquette Verdun, Quebec H4H 2E1	STV - Saskatoon Len Virog 218 Robin Cresnet Saskatoon, Saskatchewan S7L 7C3
Humphries Productions Stan Humphries 93 Downey Road Guelph, Ontario NIC 1A1	Ryerson Poly Technical Brad Fortiner 350 Victoria Street Toronto, Ontario M5B 2K3	University of Toronto Ernie Lopez 119 St. George Street North Wing, Room 27 Toronto, Ontario M5S 1A1	CKSH-TV Marcel Aganier 340 Boul. Industriel Sherbrooke, Quebec J1L 1Z9	Projet IMAGE Jose Forest 4565, Chemin de la Reine Marie Montreal, Quebec H3W 1W5	Video One Systems Jim Sax 2318 Avenue C North Saskatoon, Saskatchewan Canada S7L 5X5
Image Projection John Chyurlia 15 Capella Court Unit 109 Nepean, Ontario K2E 7X1	Scarborough Board Alex Maropakis 52 McGriskin Road Scarborough, Ontario M1S 4G5	University of Windsor Tom Fuerth Communications Dept. Windsor, Ontario N9B 3P4	CKTM-TV Trois Rivières 4141 St. Jean Blvd Trois Rivières, Quebec G9A 5G3	SportAction Video 2323 Boul. Versant Nord Suite 204 St. Foy, Quebec G1N 4P4	

*Have you checked your listing?*

*If your listing is incorrect, please contact Debbie with changes etc. She will update your listing ASAP!*

*Phone: (800) 966-1030, (703) 620-6000, fax (703)620-0451 - New Numbers!.*

*Our NEW address is:  
MII Users Association of America  
c/o GMG International Inc.  
1950 Roland Clarke Pl., STE 100  
Reston, VA 22091  
Attn: Debbie*

*This is your newsletter, please feel free to contribute any MII related material of interest to the MII using public.*

*If you have any recent MII happenings, or if you'd like to tell us about your facility. Send us your press release, fill out one of our press release forms (it's ok to send us photos too! Just let us know if you want them back.) and we'll print it in the "MII Playback".*

*Please mail or fax your information to the association. Fax (703)620-0451*

*MII Users Association of America  
c/o GMG International, Inc.  
1950 Roland Clarke Pl, Ste 100  
Reston, VA 22091*



# Monthly Survey Questions

Please respond! Thank you to those who responded to last months survey.

*Each month the users association will poll users on specific MII issues and publish the results in the next newsletter. In this issue we are asking questions regarding the Equipment Leasing Company working with Panasonic on their leasing program. In order to do a fair and accurate survey, we need your help. Please send in your survey responses as soon as possible. Thank you.*

1. Have you (or your company) had any dealings with the Panasonic Lease Program? Yes ☐ No ☐

If so, how would you describe your experience overall in dealing with them.

Excellent ☐ Very Good ☐ Good ☐ Fair ☐ Poor ☐

Comments: \_\_\_\_\_  
\_\_\_\_\_

2. If you applied for a Panasonic lease, were you accepted or rejected?

Accepted ☐ Rejected ☐

If you were rejected for lease financing by Panasonic leasing, do you feel it was done fairly?

Yes ☐ No ☐

If not, why?

Please comment: \_\_\_\_\_  
\_\_\_\_\_

3. Panasonic's leasing program allows one interest rate package plan only, for very credit worthy customers. But some younger companies who are credit worthy have been rejected. Do you feel Panasonic's leasing program should offer a range of interest rates and payment plans to avoid rejection of valued potential and current MII users who are still credit worthy, but have been in business for less time, etc?

Yes ☐ No ☐

Comments: \_\_\_\_\_  
\_\_\_\_\_

4. Since MII is the underdog format, do you feel that Panasonic should go beyond (more willing to take a reasonable credit risk) Sony leasing programs to make the deals happen?

Yes ☐ No ☐

Comments: \_\_\_\_\_  
\_\_\_\_\_

It is most important for the membership that you respond to these questions, either by mail, phone or fax as soon as possible. Thank you for your input. 24 hour fax line (703) 620-0451 Phone (800) 966-1030 or (703) 620-6000 or Mail to:

MII Users Association of America  
c/o GMG International, Inc.  
1950 Roland Clarke Place, Suite 100  
Reston, VA 22091  
ATTN: Debbie

Optional:

Name \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

Requested by \_\_\_\_\_ Point of Contact \_\_\_\_\_

Company \_\_\_\_\_ Phone Number \_\_\_\_\_

Name of Production \_\_\_\_\_ Date of Production \_\_\_\_\_

Client \_\_\_\_\_ Production Company \_\_\_\_\_

Producer \_\_\_\_\_ Director \_\_\_\_\_

Talent \_\_\_\_\_ Subject of Production \_\_\_\_\_

Other Crew \_\_\_\_\_ Format(s) Used \_\_\_\_\_

[illegible]

*It is not necessary to use this form, as long as your submission is legible. If you have photos, you may send them too. They will not be returned.*

Action Taken (where sent and when)